

Figure 1

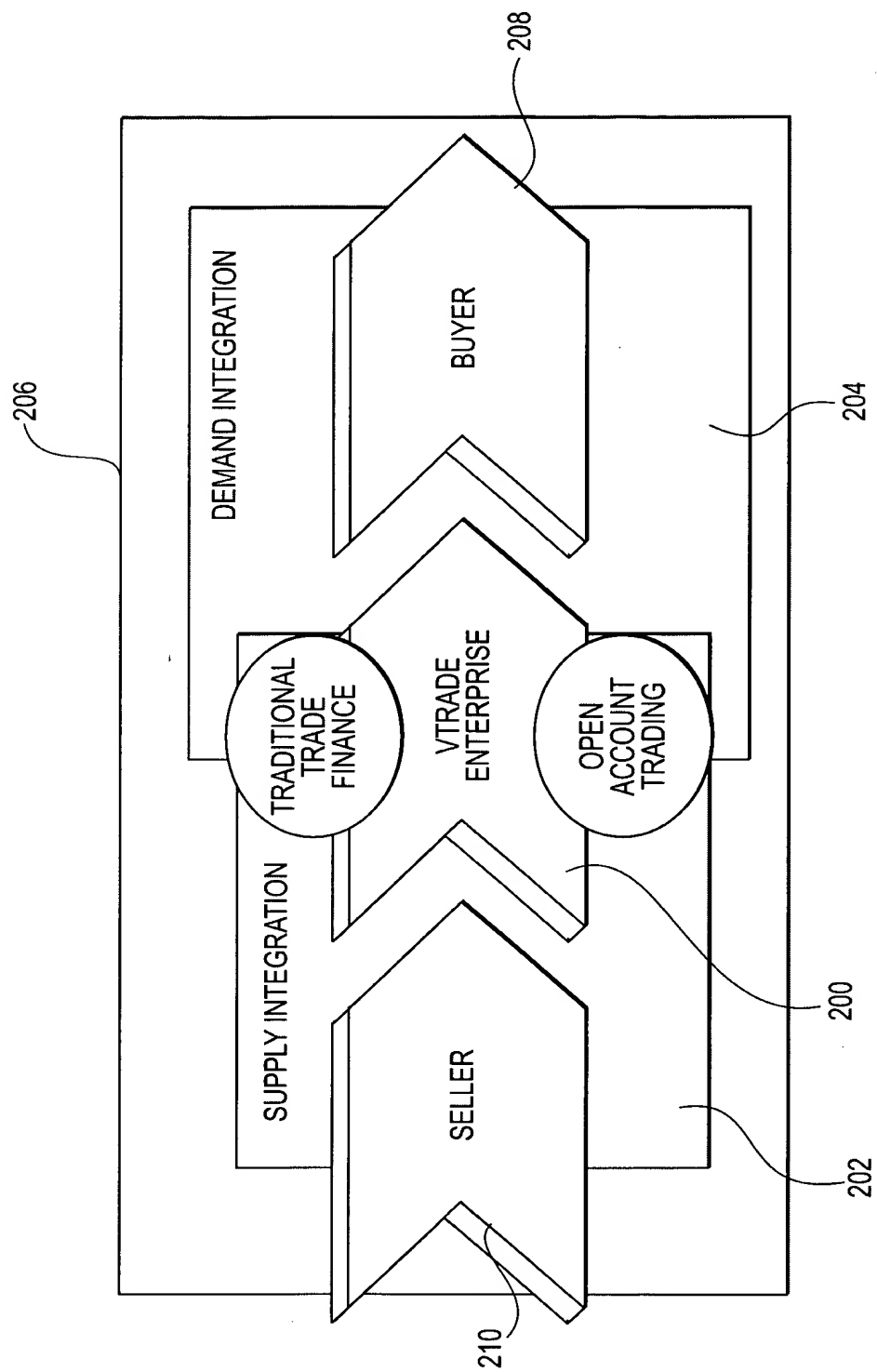


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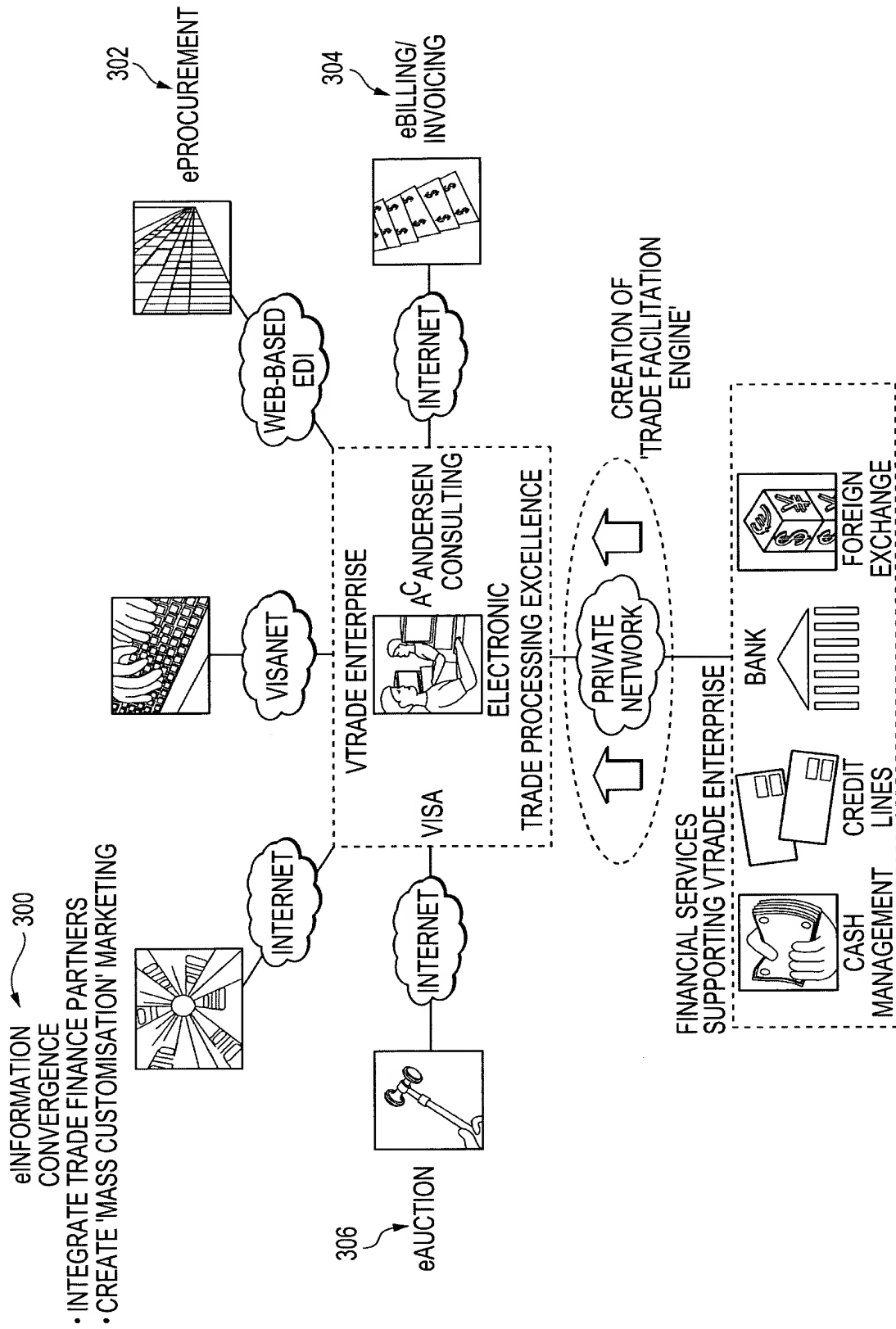


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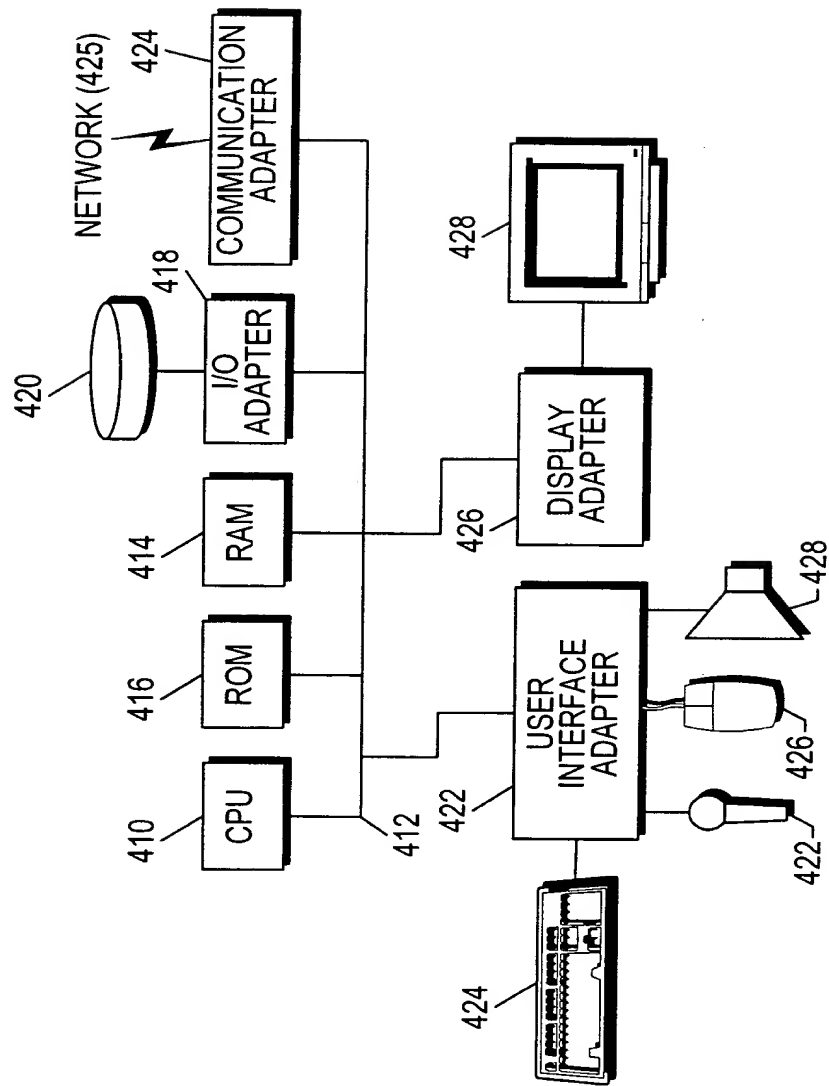
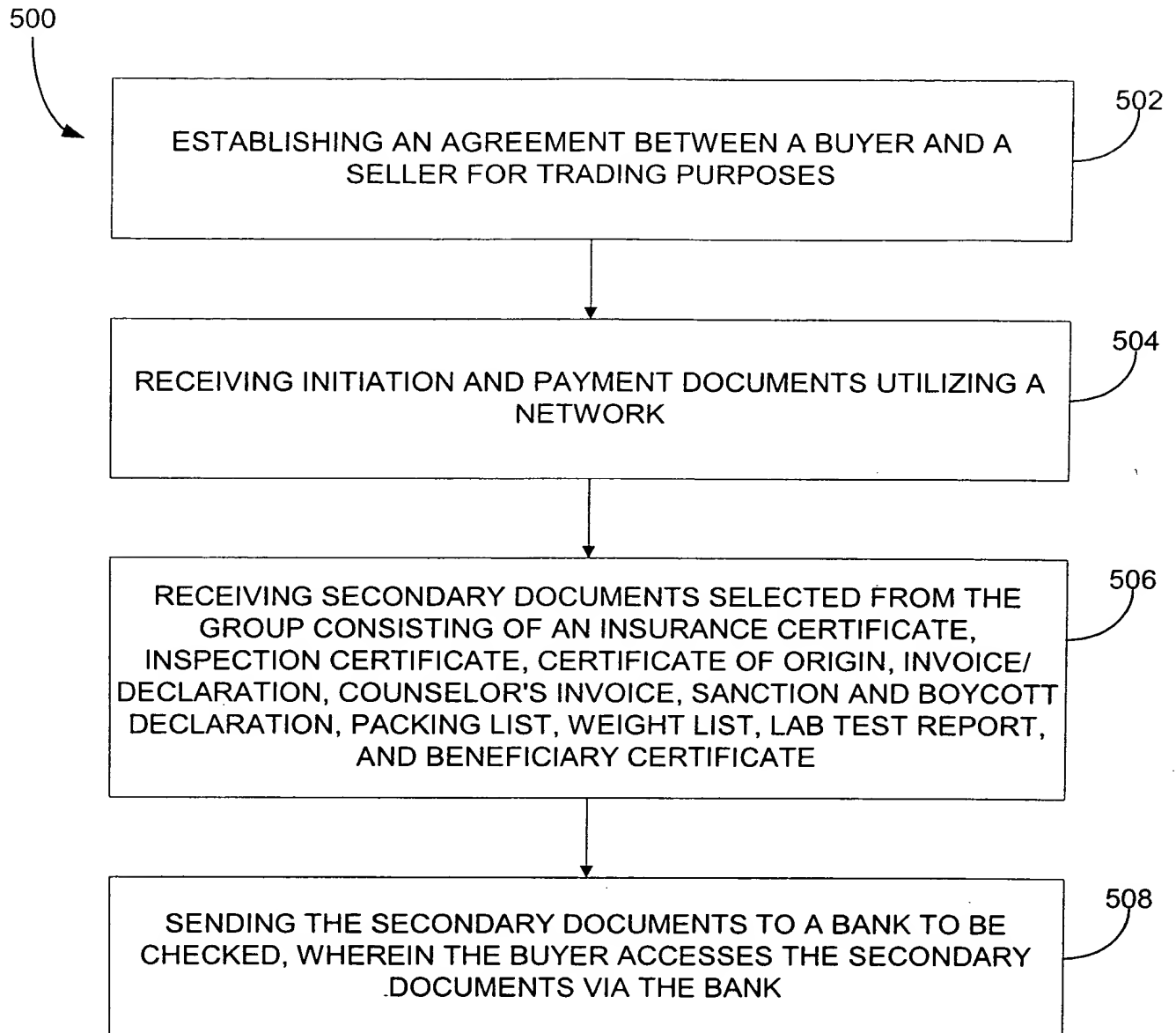


Figure 4



**Figure 5**

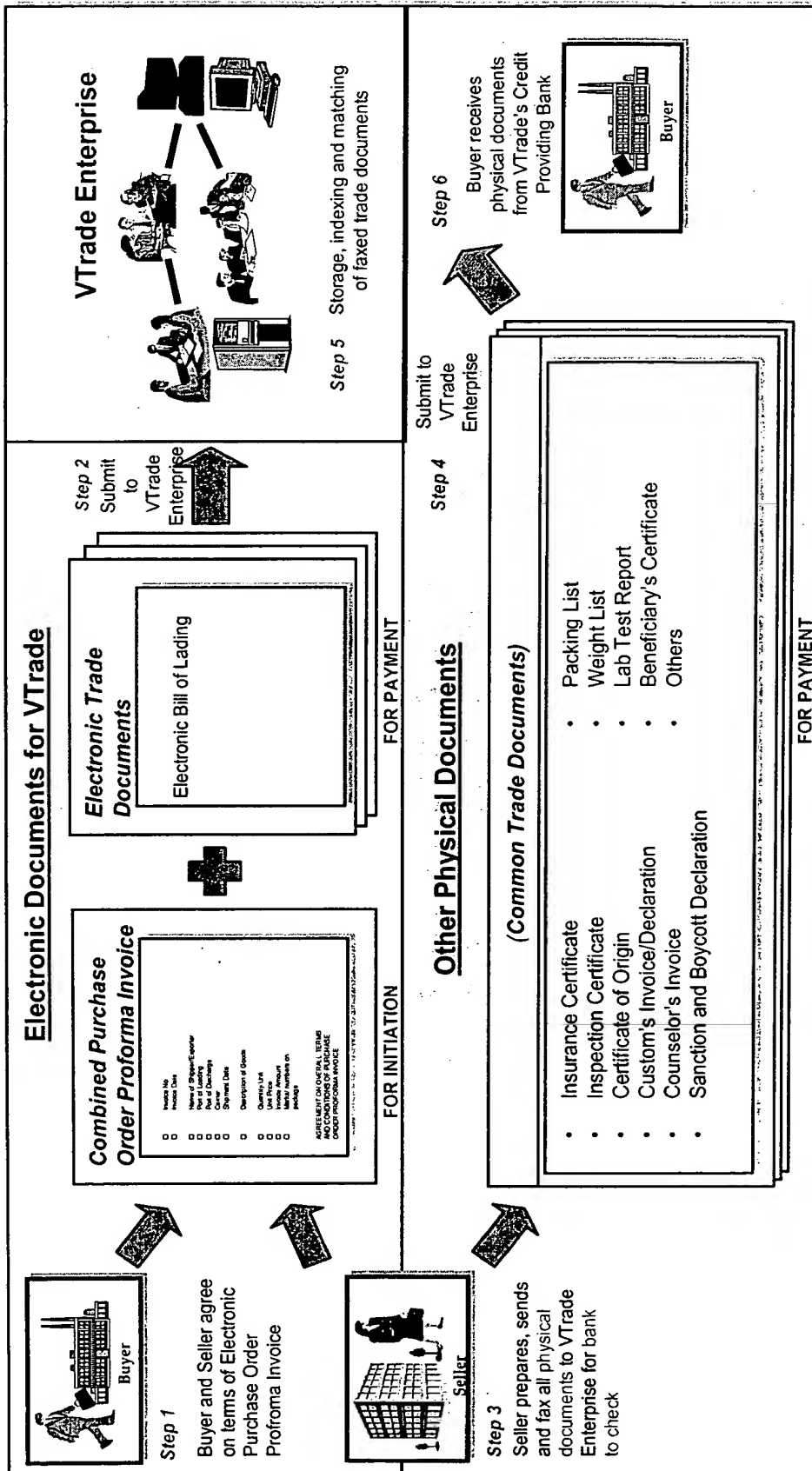


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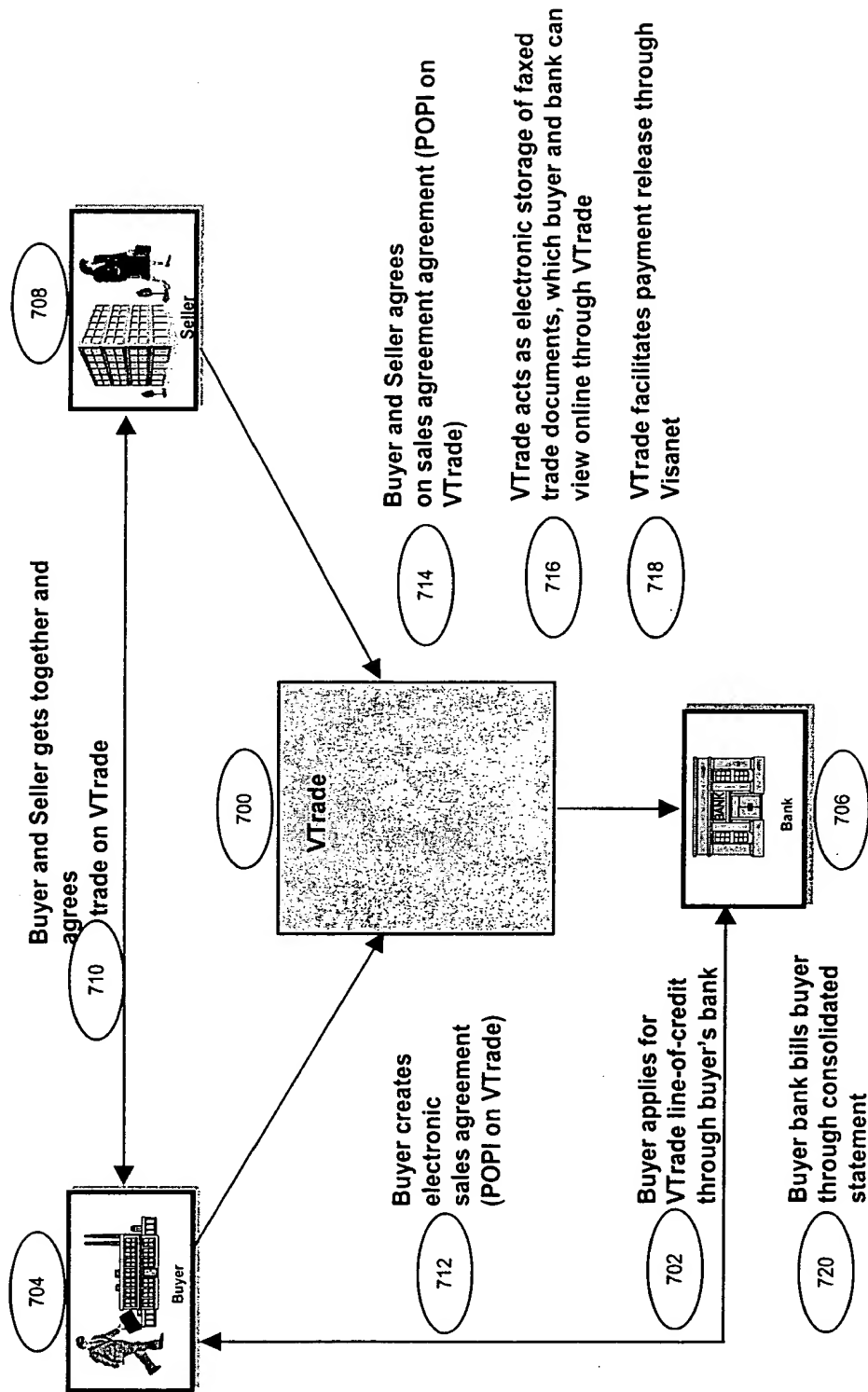


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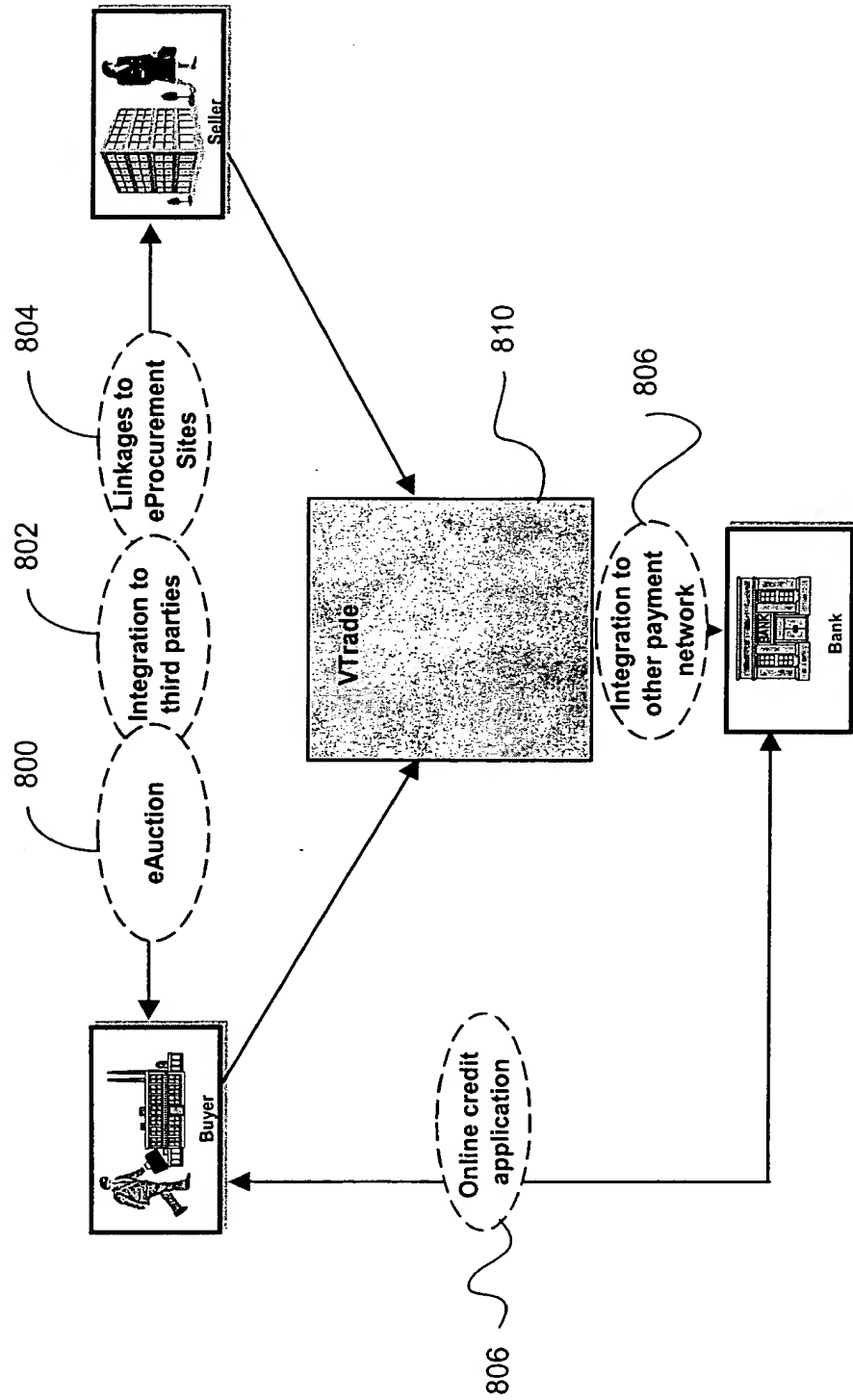


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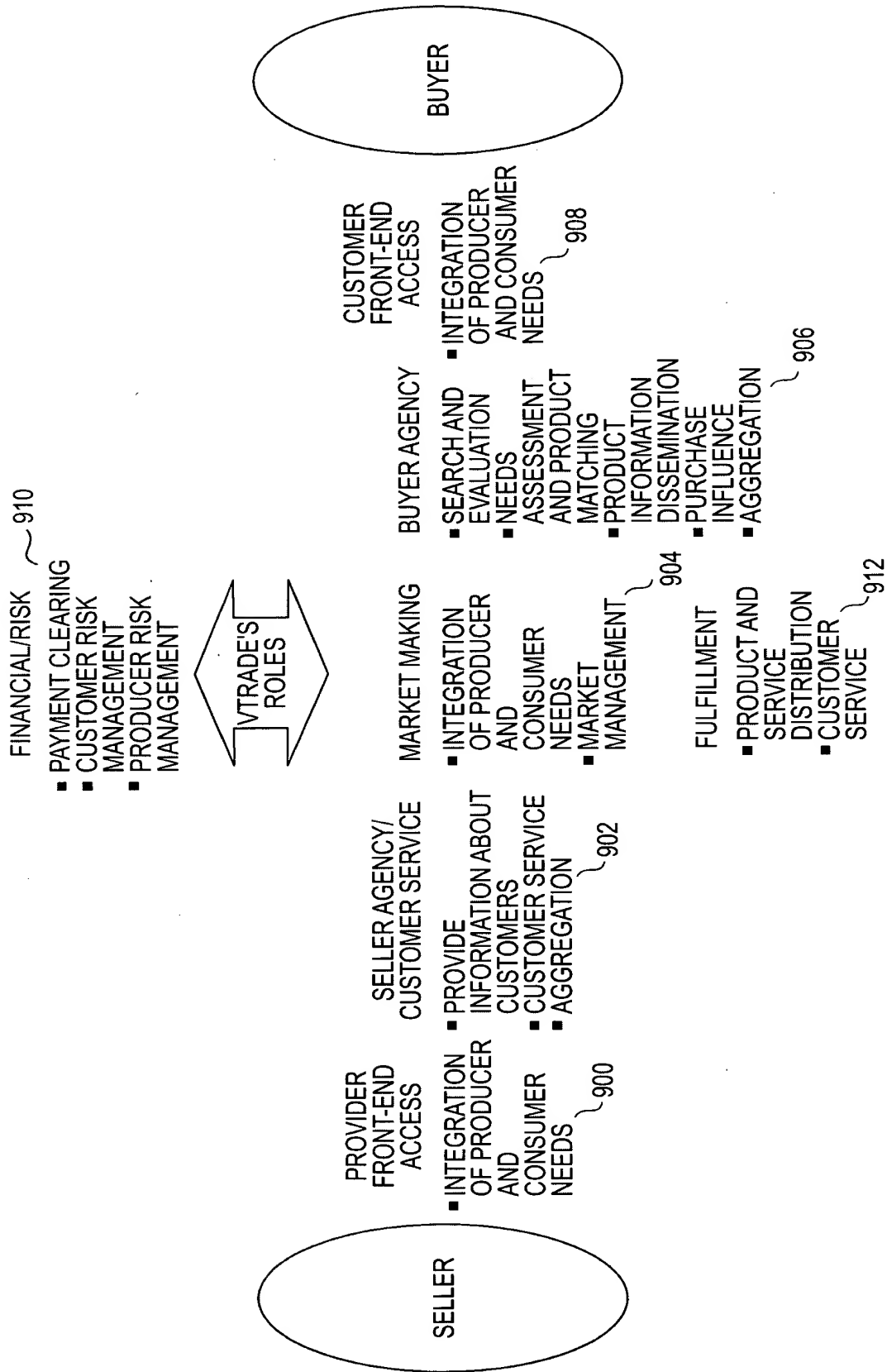


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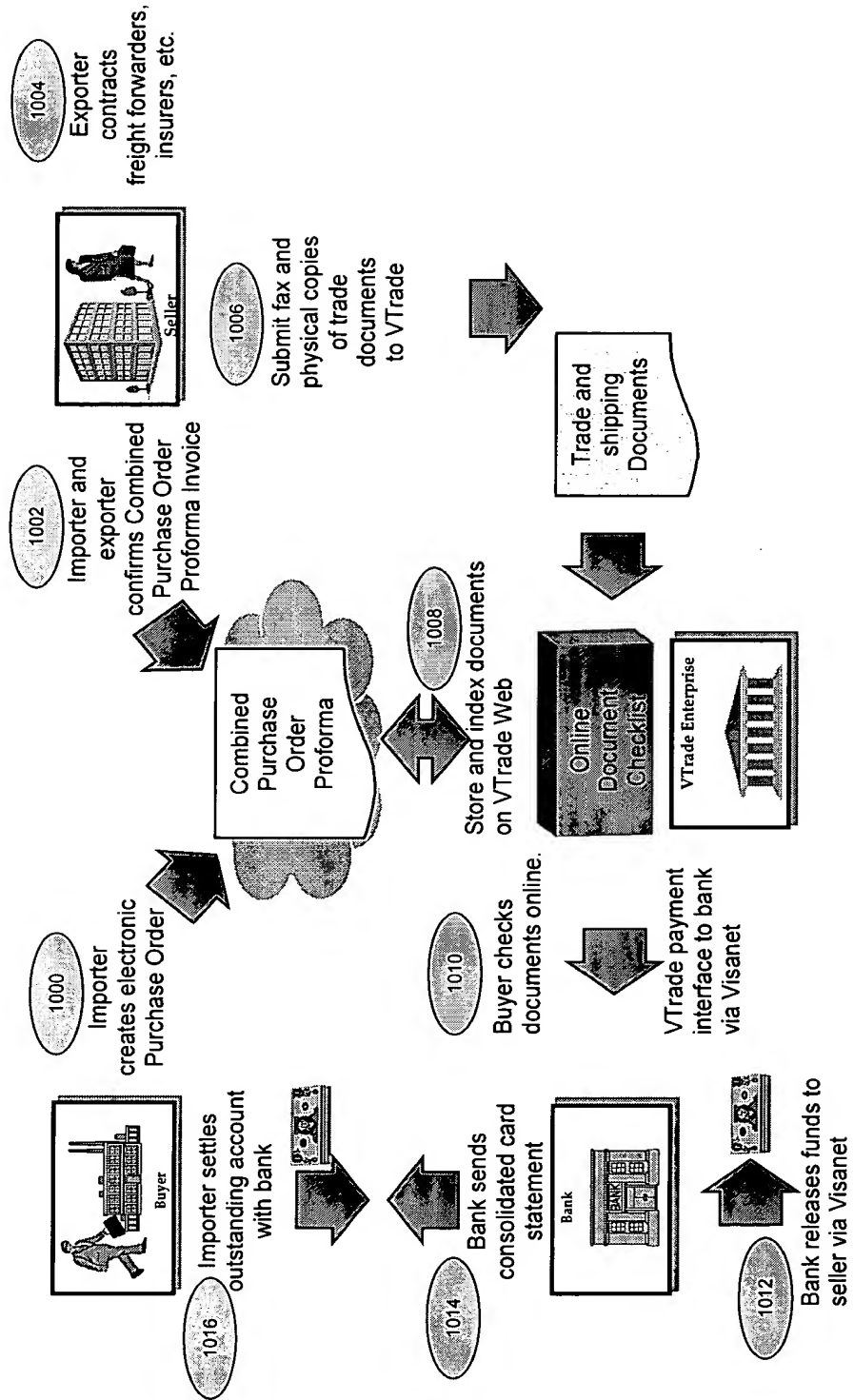


Figure 10

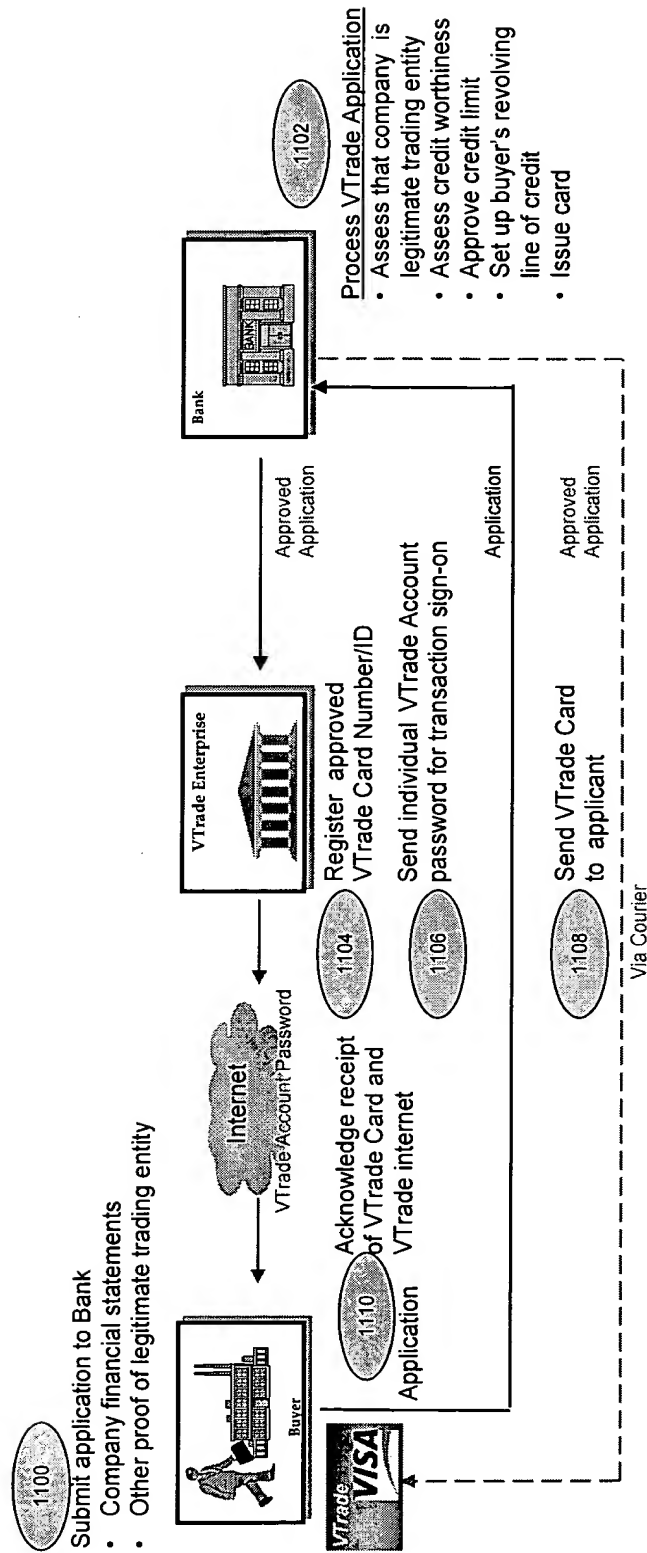


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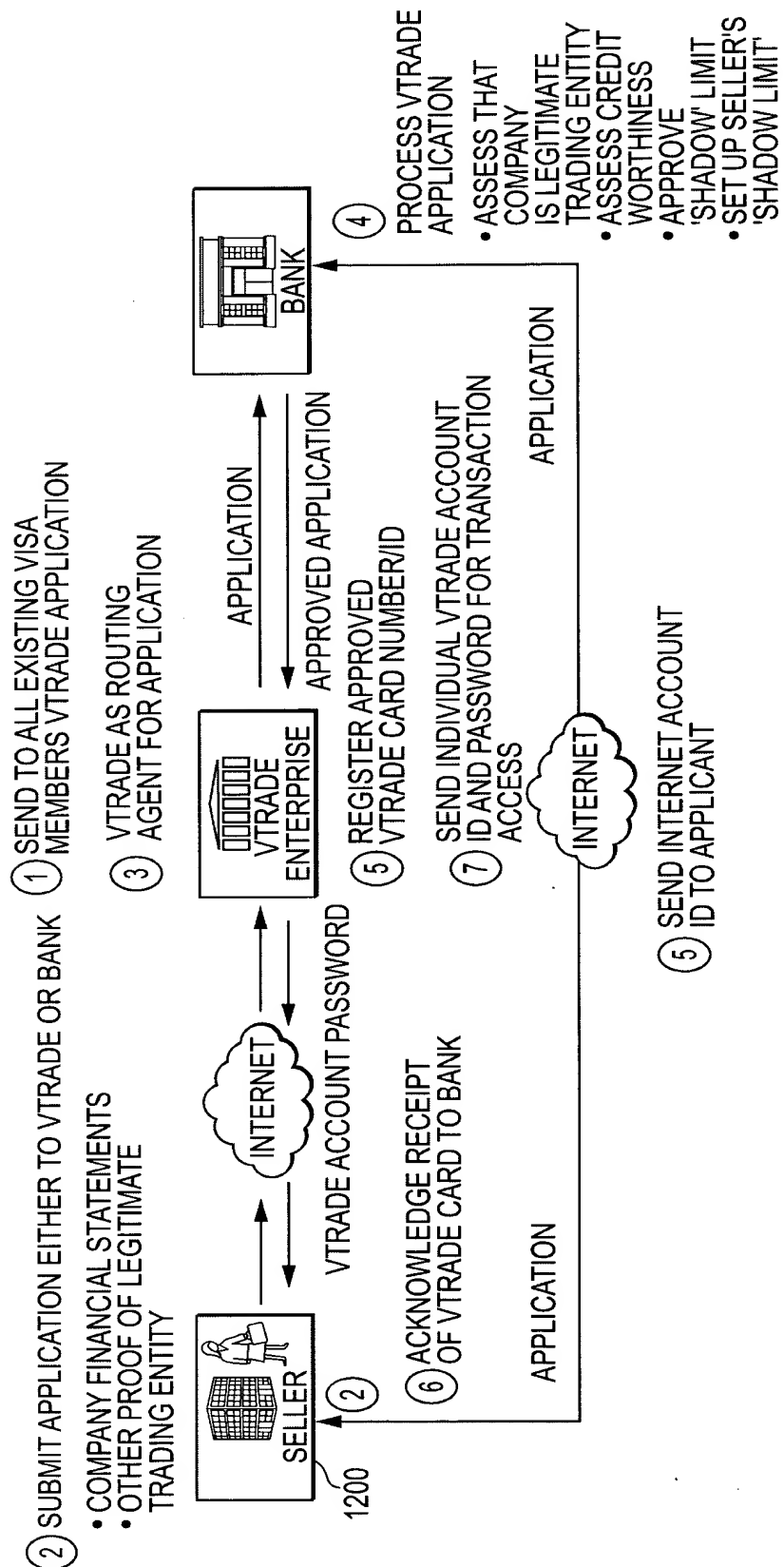


Figure 12

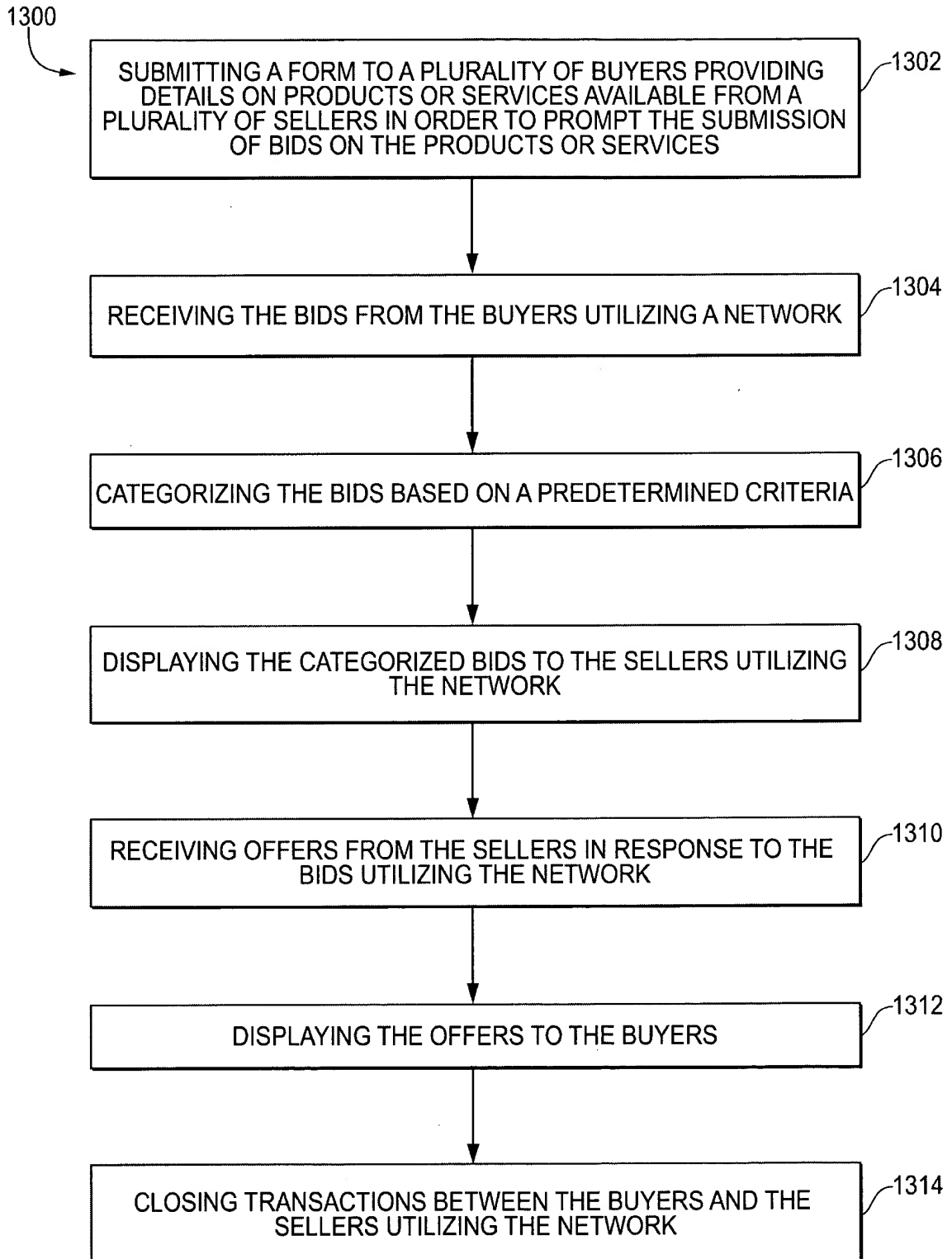


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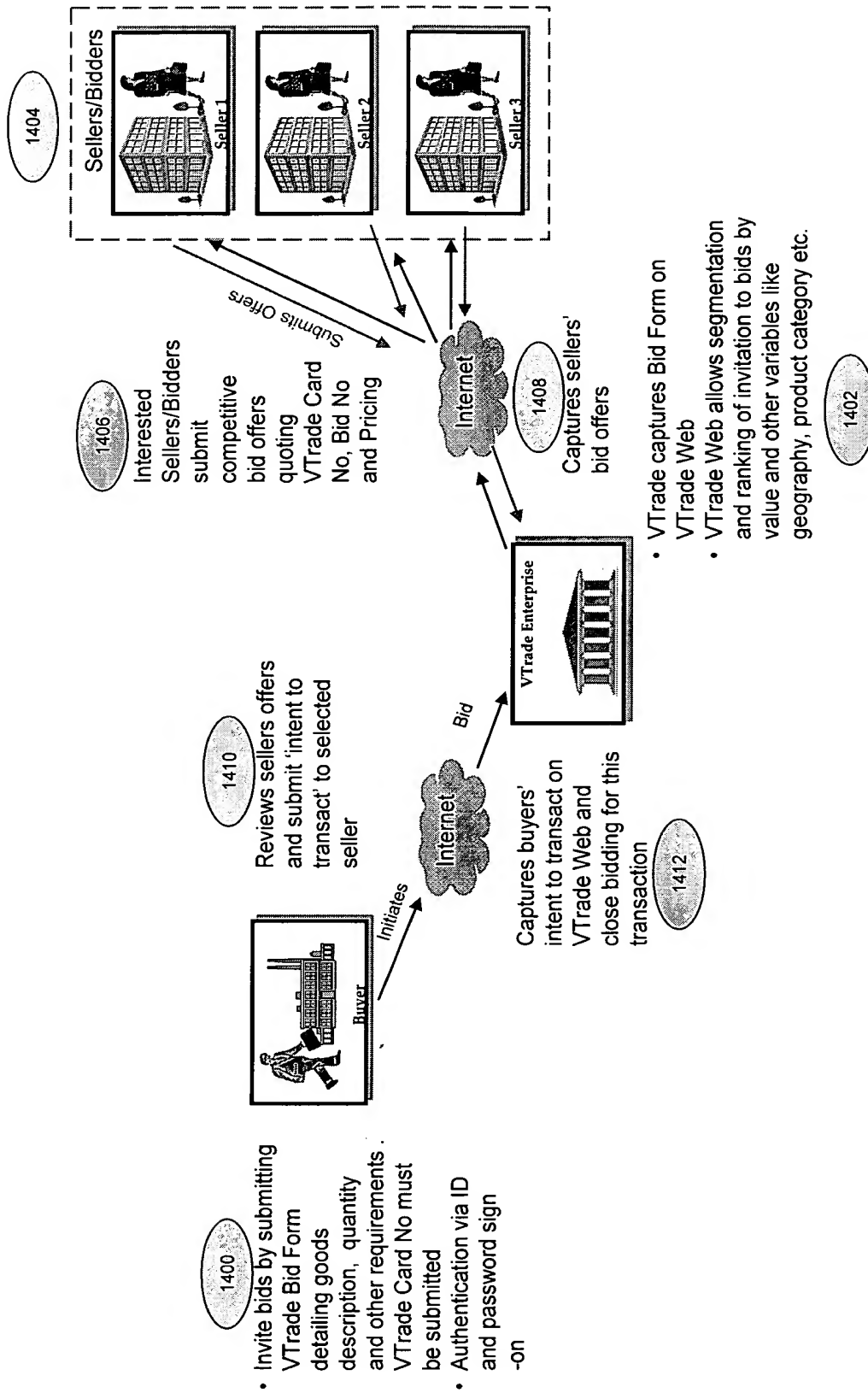
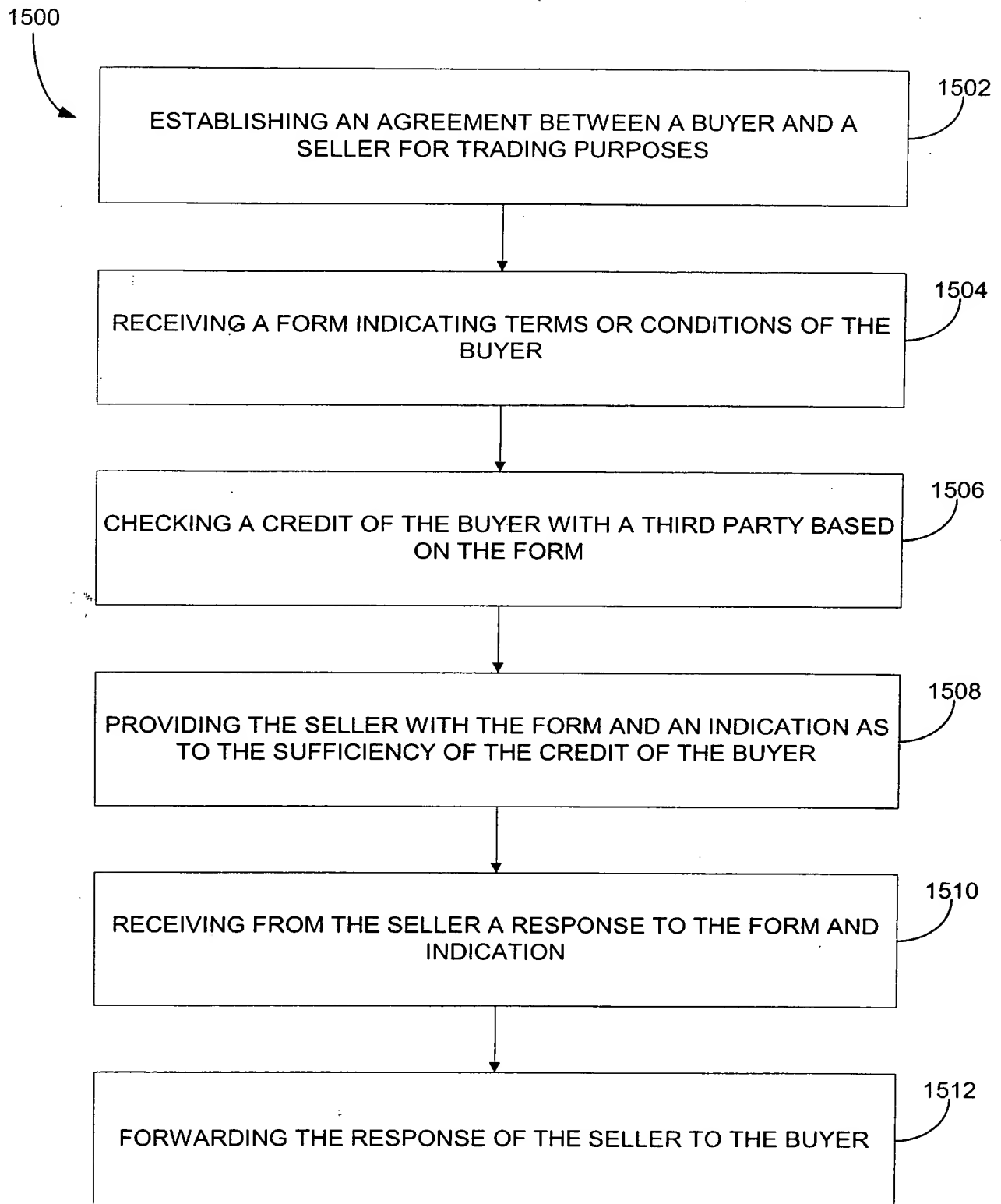
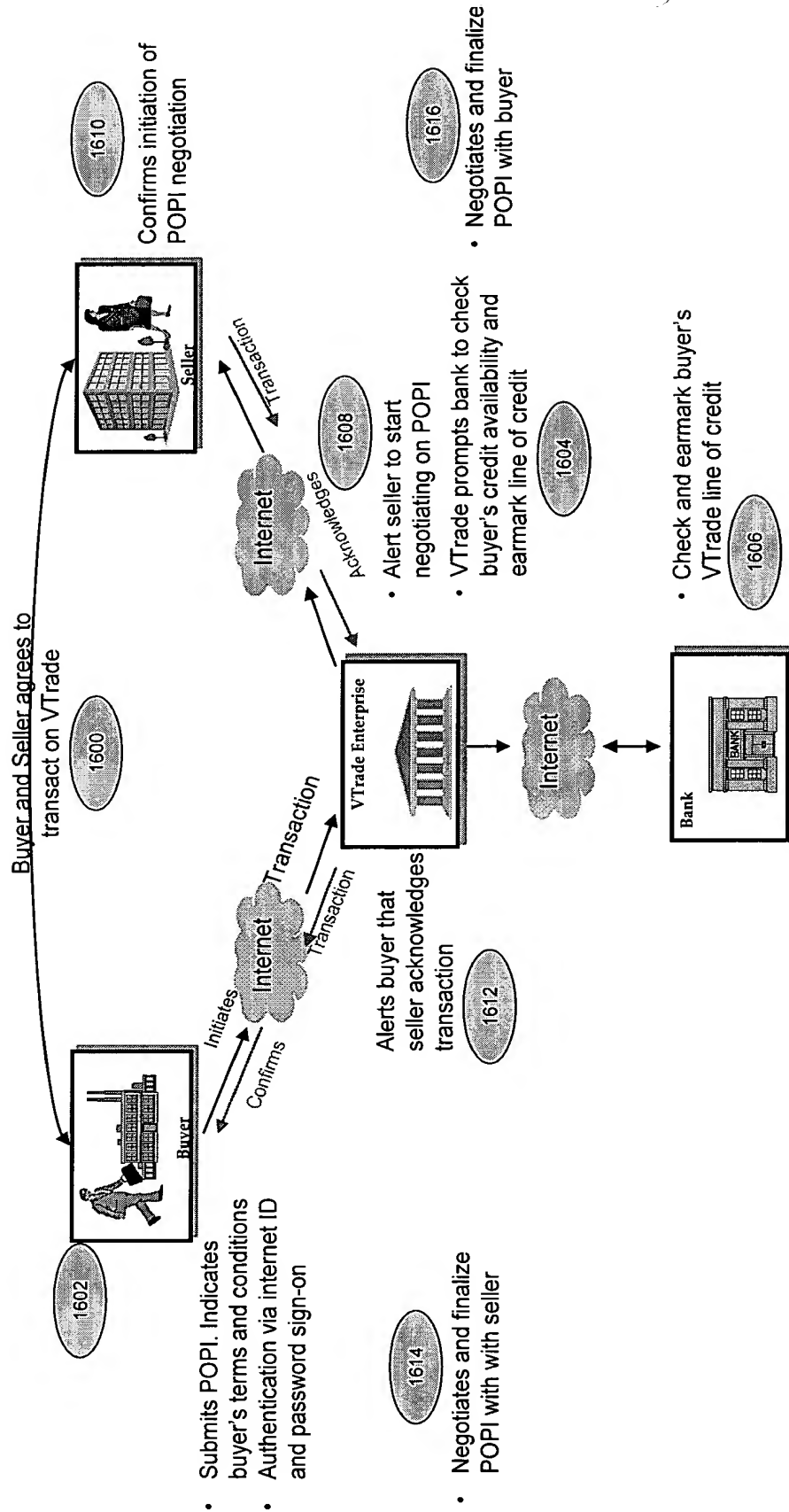


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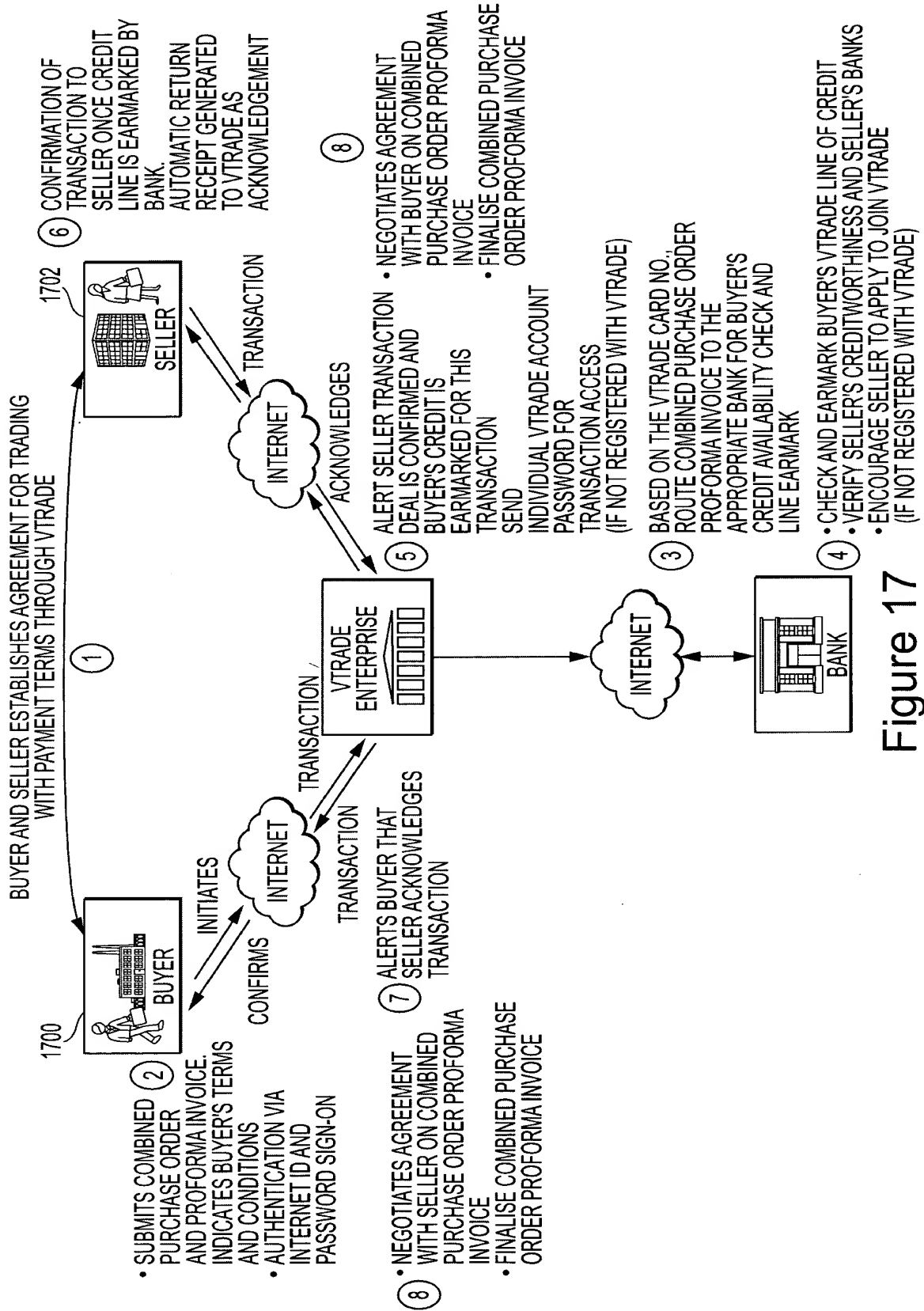


**Figure 15**



## Figure 16





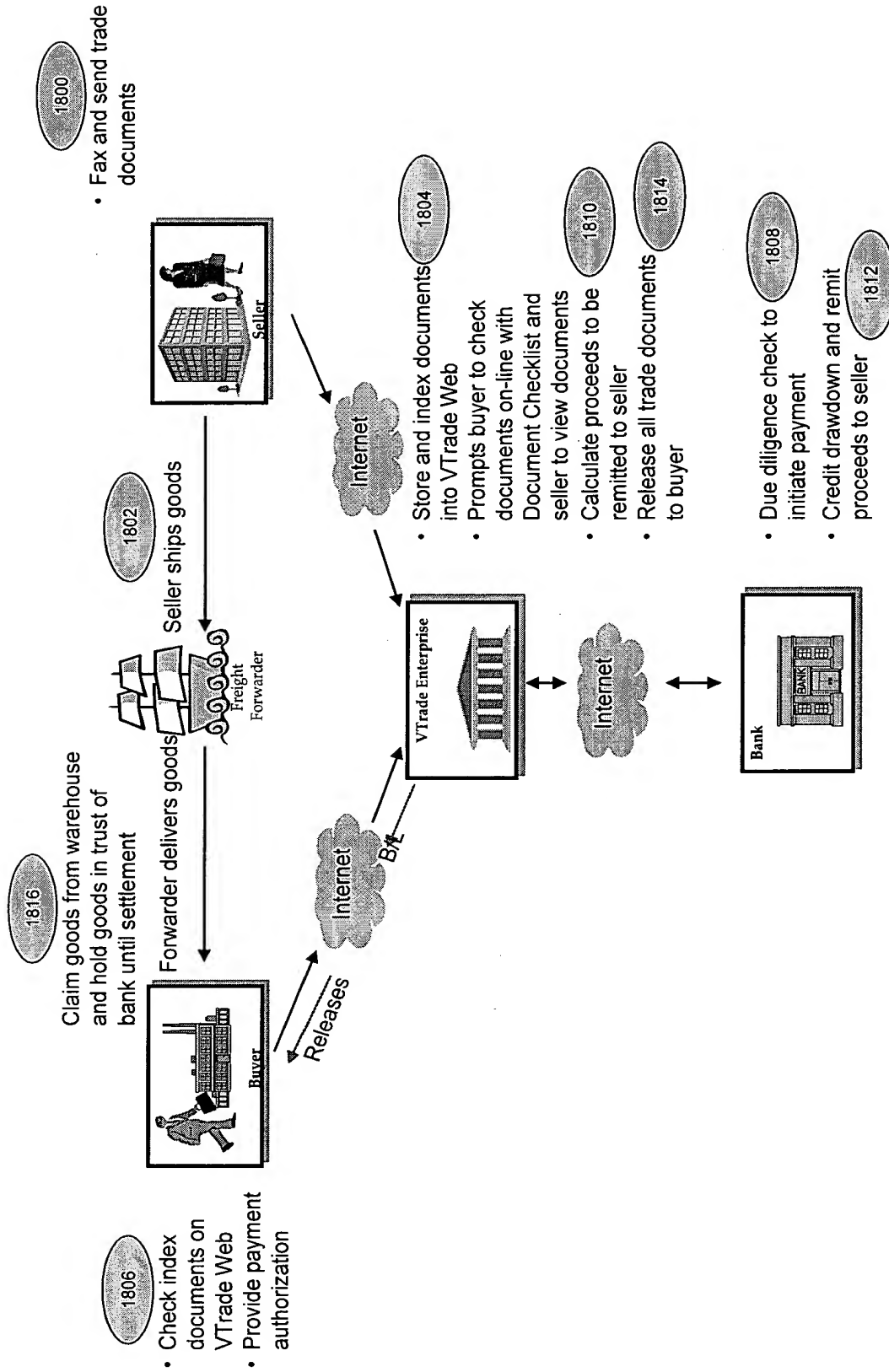


Figure 18



## Figure 19

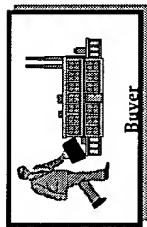


## Figure 20

**Buyer given XX Days 'free period' to settle**

Buyer can opt to :

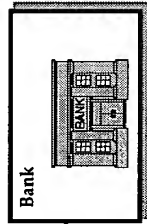
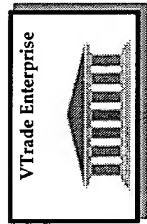
- 1) Settle minimum balance
- 2) Partial settle
- 3) Settle full balance
- 4) Apply for conventional import loan on payment due date



Consolidated  
Card  
Statement

1

Sends consolidated  
card statement to buyer



4

- For options 1) and 2), book finance interest against buyer for unpaid portion
- For option 3), reconcile account with VTrade enterprise
- For option 4), book import loan against importer and transfer VTrade credit line to conventional trade loan line

5

For option 1, release 'ownership' of goods to buyer by transferring title of Bill of Lading to buyer

3

For option 3), reconcile account with Bank

**Figure 21**

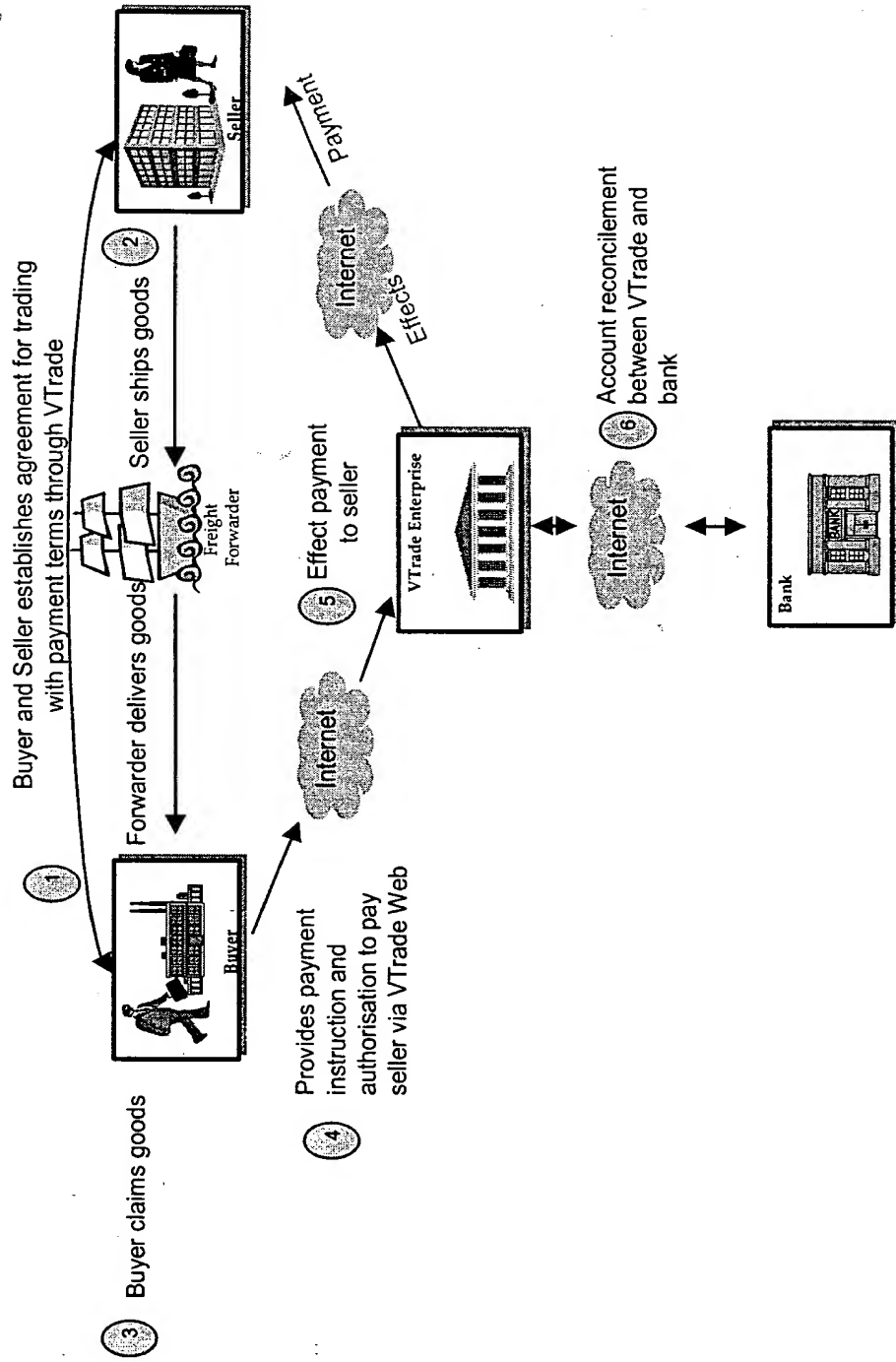
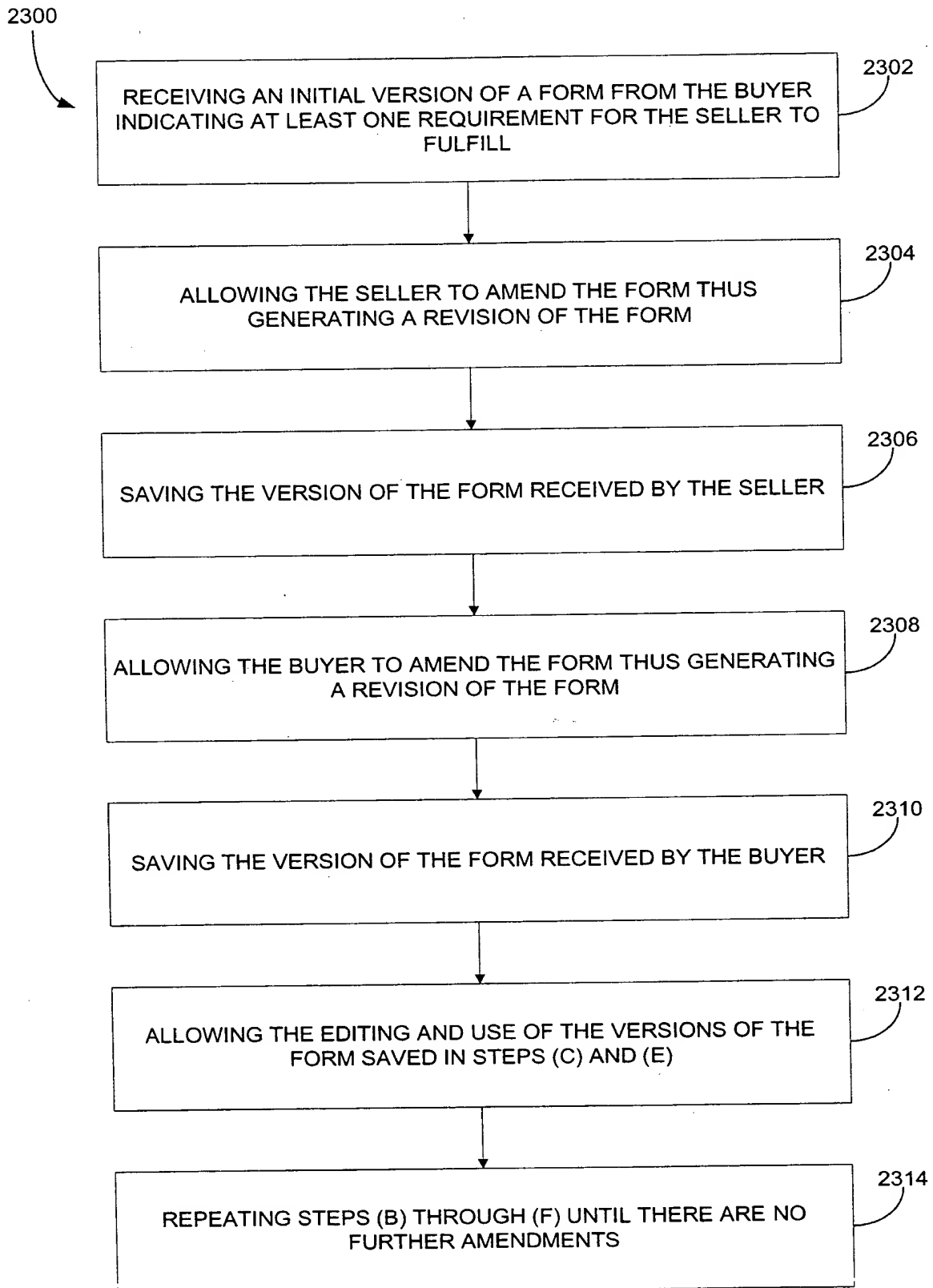


Figure 22

# Replacement Sheet



**Figure 23**

Transaction Reference & Date	:
VTrade Account No	:
Buyer & Buyer's Business e-Mail	:
Visa Online Seller No	:
Seller & Seller's Business e-Mail	:

**Buyer and Seller is to agree and sign-off on electronic Purchase Order Proforma Invoice(POPI) before submission to VTrade Enterprise. The agreed POPI becomes part of Buyer and Seller's binding Sales and Purchase Agreement**

Buyer's Requirements		Seller's Fulfillment	
<input type="checkbox"/> Expiry date of Purchase		<input type="checkbox"/> If yes, tick on box	
<input type="checkbox"/> Order Commitment (30 days)		<input type="checkbox"/> If no, indicate offer	
<input type="checkbox"/> Goods Description			
<input type="checkbox"/> Quantity/Unit			
<input type="checkbox"/> Unit Price			
<input type="checkbox"/> Invoice Amount			
<input type="checkbox"/> Terms of Payment (Sight			
<input type="checkbox"/> Usance)			
<input type="checkbox"/> Terms of insurance			
<input type="checkbox"/> coverage (FOB/CIF)			
<input type="checkbox"/> Name of Shipper/Exporter			
<input type="checkbox"/> Port of Loading			
<input type="checkbox"/> Port of Discharge			
<input type="checkbox"/> Carrier			
<input type="checkbox"/> Latest Shipment Date			

Back

Forward

Page 1 of 2

## Figure 24A



2400

# **VTrade Purchase Order** **Proforma Invoice (POPI)**

Transaction Reference & Date : \_\_\_\_\_  
 VTrade Account No : \_\_\_\_\_  
 Buyer & Buyer's Business e-Mail : \_\_\_\_\_  
 Visa Online Seller No : \_\_\_\_\_  
 Seller & Seller's Business e-Mail : \_\_\_\_\_

*Buyer and Seller is to agree and sign-off on electronic Purchase Order Proforma Invoice(POPI) before submission to VTrade Enterprise. The agreed POPI becomes part of Buyer and Seller's binding Sales and Purchase Agreement*

Buyer's Requirements	Seller's Fulfillment
<input type="checkbox"/> Documents required Commercial Invoice Inspection Certificate Packing List Insurance Certificate Certificate of Origin Counselor's Invoice Others (Please Indicate)	<div>2402</div> <div>2404</div> <div>In Progress Submit</div> <div>Final Submit</div>
AGREEMENT ON OVERALL TERMS AND CONDITIONS OF PURCHASE ORDER PROFORMA INVOICE	
<div>Back</div>	<div>Forward</div> <div>Page 2 of 2</div>

**Figure 24B**

2500

## **VTrade Combined Purchase Order**

### **Proforma Invoice**

Transaction Reference & Date : \_\_\_\_\_  
 VTrade Account No : \_\_\_\_\_  
 Buyer Name : \_\_\_\_\_  
 Visa Online Merchant No : \_\_\_\_\_  
 Merchant/Seller Name : \_\_\_\_\_

*Buyer and Seller is to agree and sign-off on Combined Purchase Order Proforma Invoice before submission to VTrade Enterprise. This form also becomes part of Buyer and Seller's sales and purchase contract*

	Buyer's Requirements	Seller's Fulfillment
<input type="checkbox"/> Expiry date of Purchase Order Commitment		
<input type="checkbox"/> <b>Goods Description</b>		
<input type="checkbox"/> Quantity/Unit		
<input type="checkbox"/> Unit Price		
<input type="checkbox"/> Invoice Amount		
<input type="checkbox"/> Terms of Payment		
<input type="checkbox"/> Terms of insurance coverage (FOB/CIF)		
<input type="checkbox"/> Name of Shipper/Exporter		
<input type="checkbox"/> Port of Loading		
<input type="checkbox"/> Port of Discharge		
<input type="checkbox"/> Carrier		
<input type="checkbox"/> Shipment Date		
<input type="checkbox"/> Documents required Inspection Certificate etc.		
<b>AGREEMENT ON OVERALL TERMS AND CONDITIONS OF PURCHASE ORDER PROFORMA INVOICE</b>	0	0

Figure 25

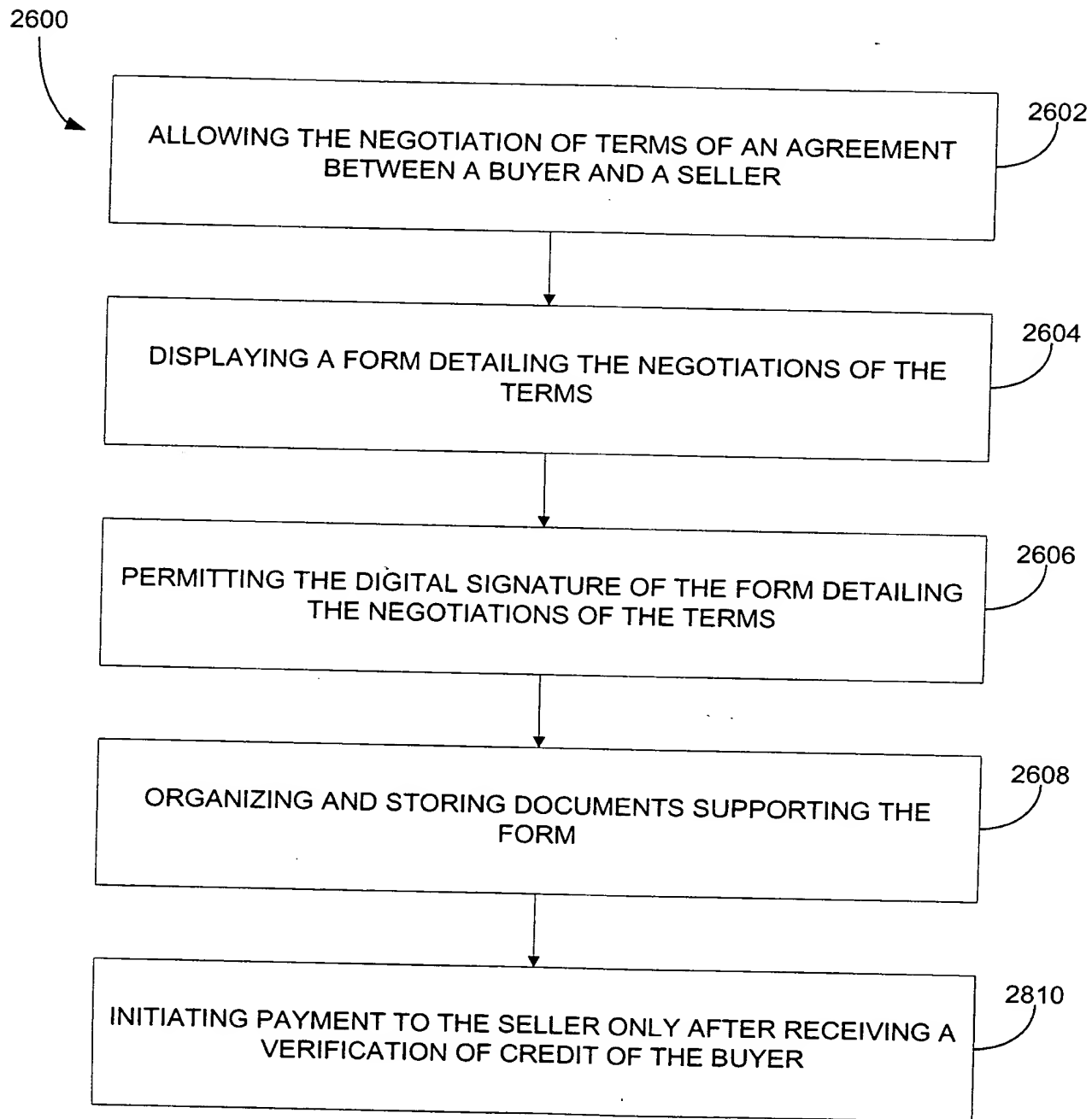


Figure 26

2700

## **VTrade Electronic Document Checklist** **(Main Menu Page)**

Transaction Reference & Date : \_\_\_\_\_  
 VTrade Account No : \_\_\_\_\_  
 Buyer Name : \_\_\_\_\_  
 Visa Online Merchant No : \_\_\_\_\_  
 Merchant/Seller Name : \_\_\_\_\_

*Buyer and Seller is to agree on terms of each documents, sign-off next to related documents, and sign-off on Overall Terms of Document Creator before submitting to VTrade Enterprise for processing*  
 Pressing on document icon will bring user to stored document page

### **VTrade Electronic Submissions**

- ☒ Bill of Lading/Airwaybill/Truck BL  
☐ Commercial Invoice  
☐ Insurance Note/Certificate  
☐ Packing/Weight List  
☐ Others (Please Specify) \_\_\_\_\_

**Buyer's  
Signature**

**Seller's  
Signature**

0  
0  
0  
0  
0

0  
0  
0  
0  
0

### **Vtrade Hardcopy Submissions**

- ☐ Commercial Invoice  
☐ Certificate of Origin  
☐ Custom's Declaration  
☐ Counselor's Invoice  
☐ Sanctions/Boycott Declarations  
☐ Insurance Certificate  
☐ Packing/Weight List  
☐ Inspection Certificate  
☐ Lab Test Report  
☐ Beneficiary's Certificate  
☐ Others (Please Specify) \_\_\_\_\_

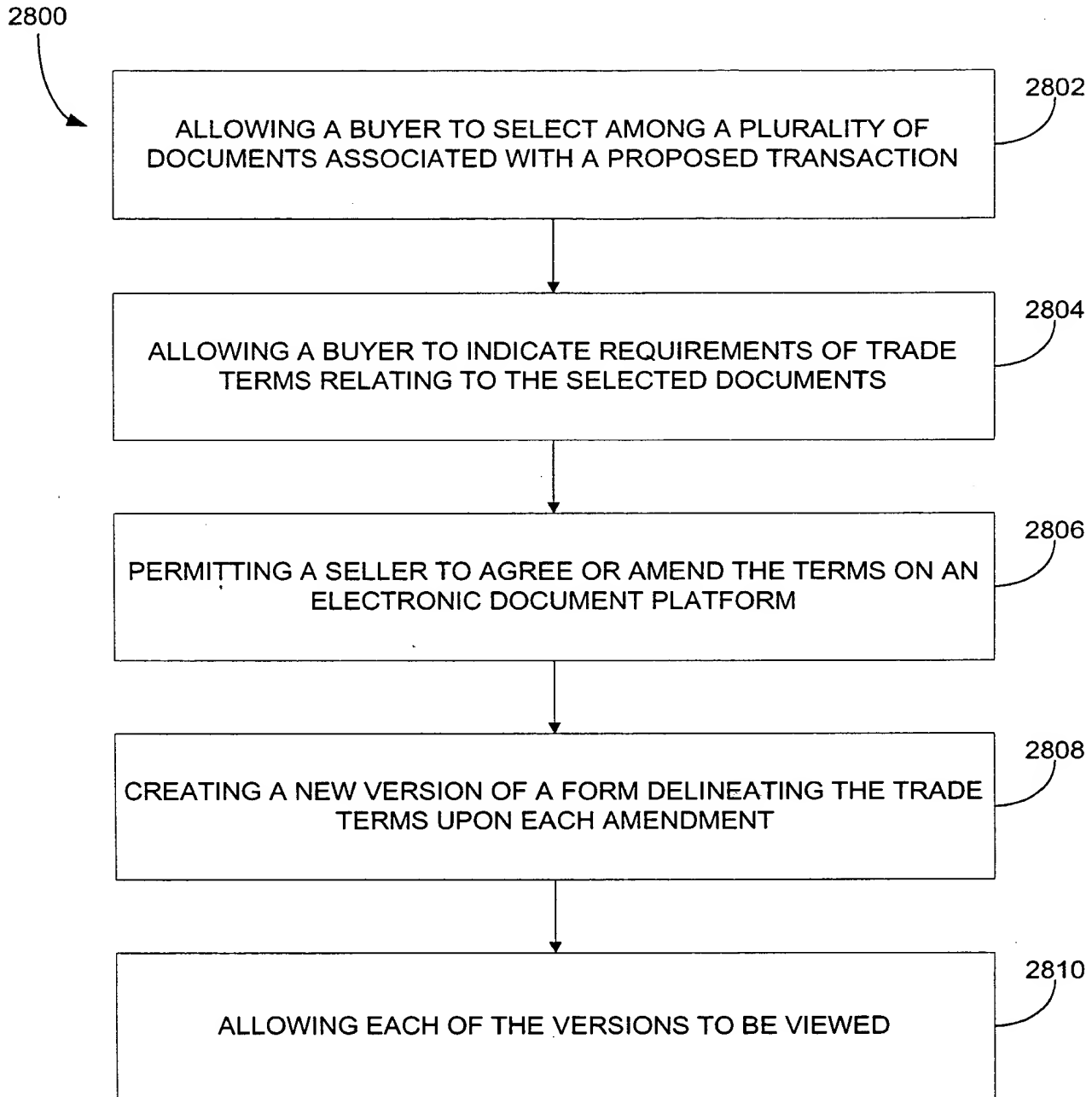
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0

AGREEMENT ON OVERALL TERMS  
AND CONDITIONS OF DOCUMENT CREATOR

0 0

**Figure 27**



**Figure 28**

2900

## **VTrade Electronic Document Creator** **(Document Page)**

Transaction Reference & Date : \_\_\_\_\_  
 VTrade Card/Account No : \_\_\_\_\_  
 Buyer Name : \_\_\_\_\_  
 Visa Online Merchant No : \_\_\_\_\_  
 Seller Name : \_\_\_\_\_  
 Document Type : Bill Of Lading

*Importer and Exporter is to negotiate and agree on terms of documents before signing  
 -off on respective documents on Document Creator Main Menu*

	Buyer's Requirements	Seller's Fulfillment
<input type="checkbox"/> Name of Shipper		
<input type="checkbox"/> Consigned to		
<input type="checkbox"/> Name of Vessel		
<input type="checkbox"/> Port of Loading		
<input type="checkbox"/> Port of Discharge		
<input type="checkbox"/> Place of Delivery		
<input type="checkbox"/> On Board Date		
<input type="checkbox"/> Clean On Board		
<input type="checkbox"/> Shipping Marks		
<input type="checkbox"/> No. of Packages		
<input type="checkbox"/> Description of Goods		
<input type="checkbox"/> Gross Weight		
<input type="checkbox"/> Measurements		
<input type="checkbox"/> Freight Charges		
<input type="checkbox"/> Prepaid		
<input type="checkbox"/> Collect		
<hr/>		
ISSUER/MASTER/ CARRIER'S SIGNATURE	0	Date Signed

**Figure 29**

/

<b>Transaction Reference &amp; Date</b>	:	_____
<b>VTrade Account No</b>	:	_____
<b>Buyer Name</b>	:	_____
<b>Visa Online Merchant No</b>	:	_____
<b>Merchant/Seller Name</b>	:	_____

---

**Discrepancies  
Noted**

[illegible]

- ☒ Bill of Lading/Airwaybill/Truck BL
- ☐ Commerical Invoice
- ☐ Insurance Note/Certificate
- ☐ Packing/Weight List
- ☐ Commercial Invoice
- ☐ Certificate of Origin
- ☐ Custom's Declaration
- ☐ Counselor's Invoice
- ☐ Sanctions/Boycott Declarations
- ☐ Lab Test Report
- ☐ Beneficiary's Certificate
- ☐ Others (Please Specify)
- ☐ Others Discrepancies

0

### Payment Authorization to VTrade

Page 1 of 1

### Figure 30

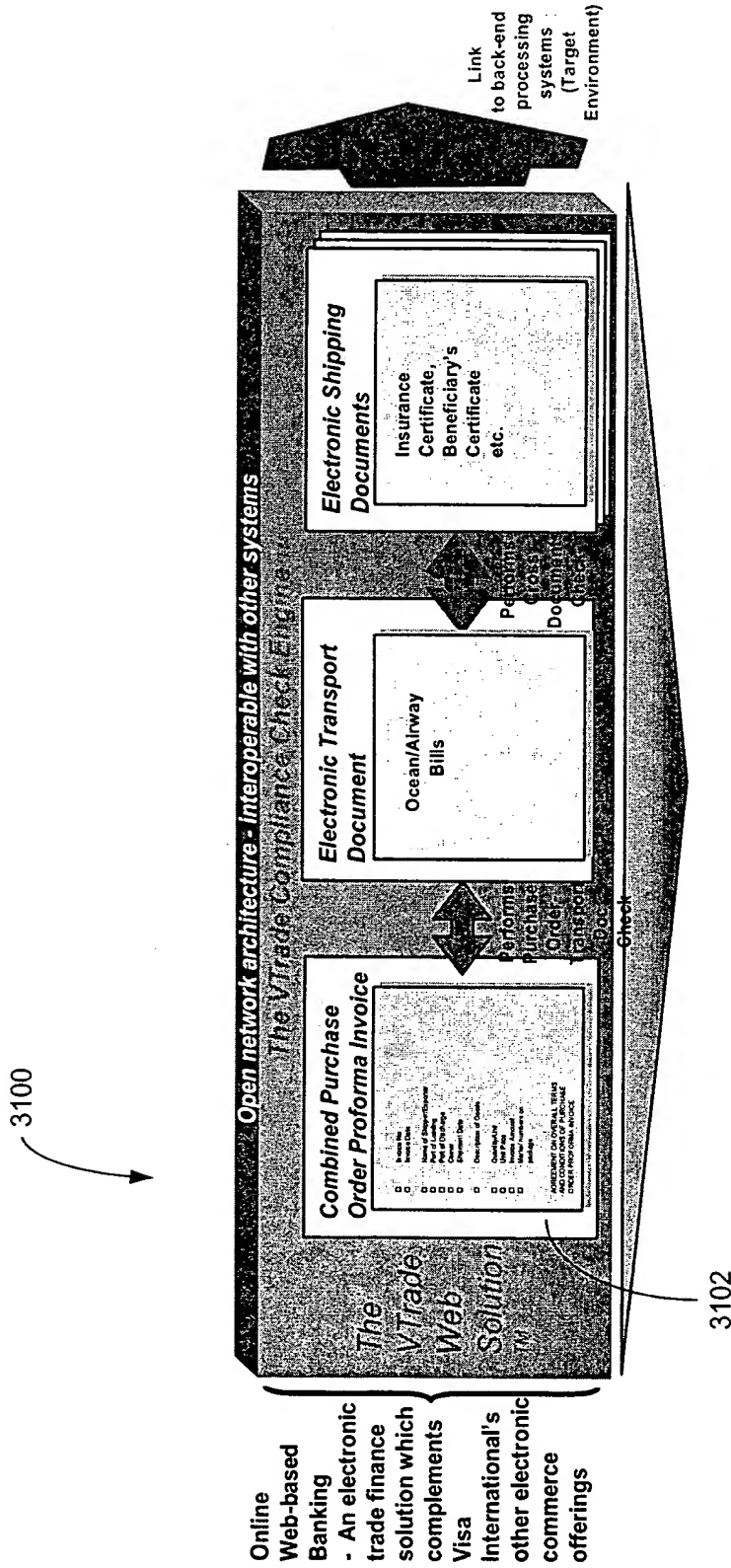


Figure 31



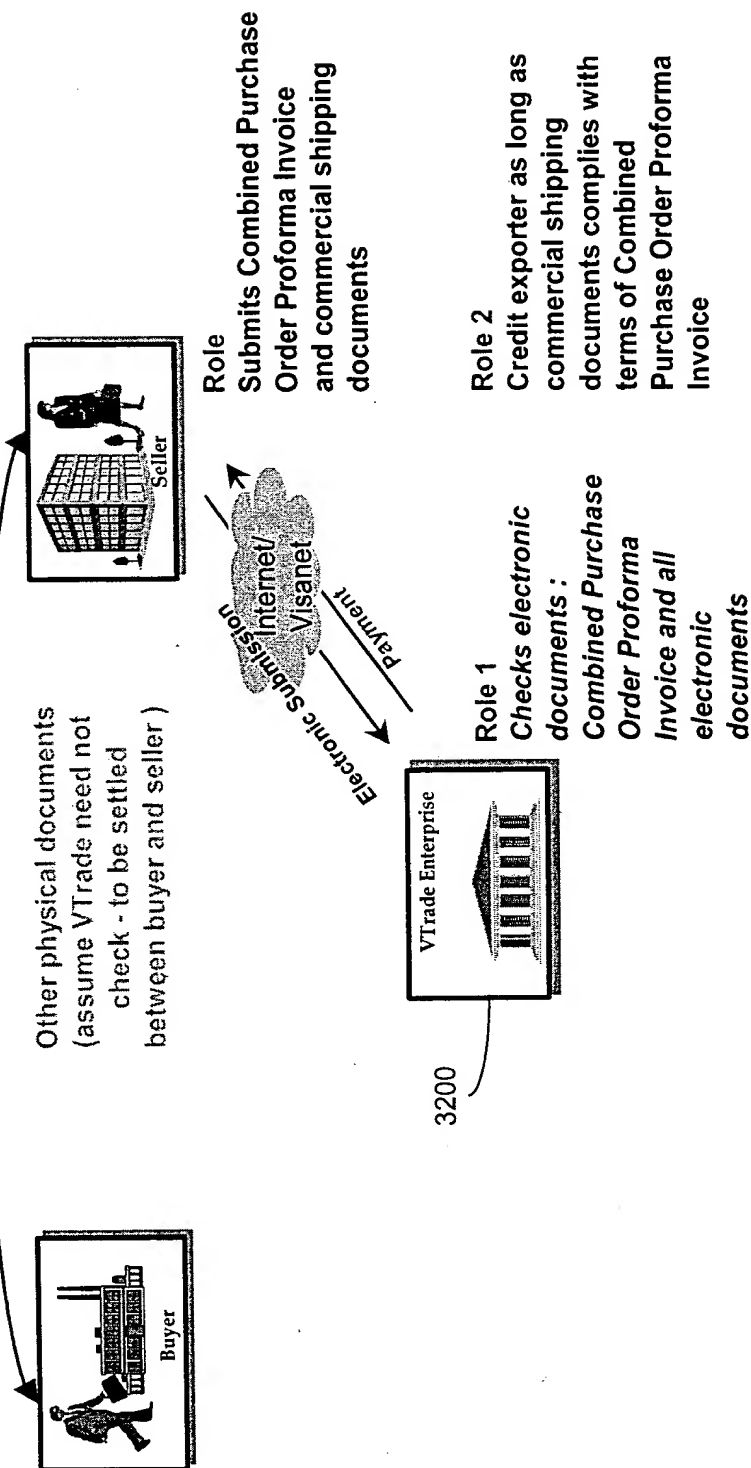


Figure 32

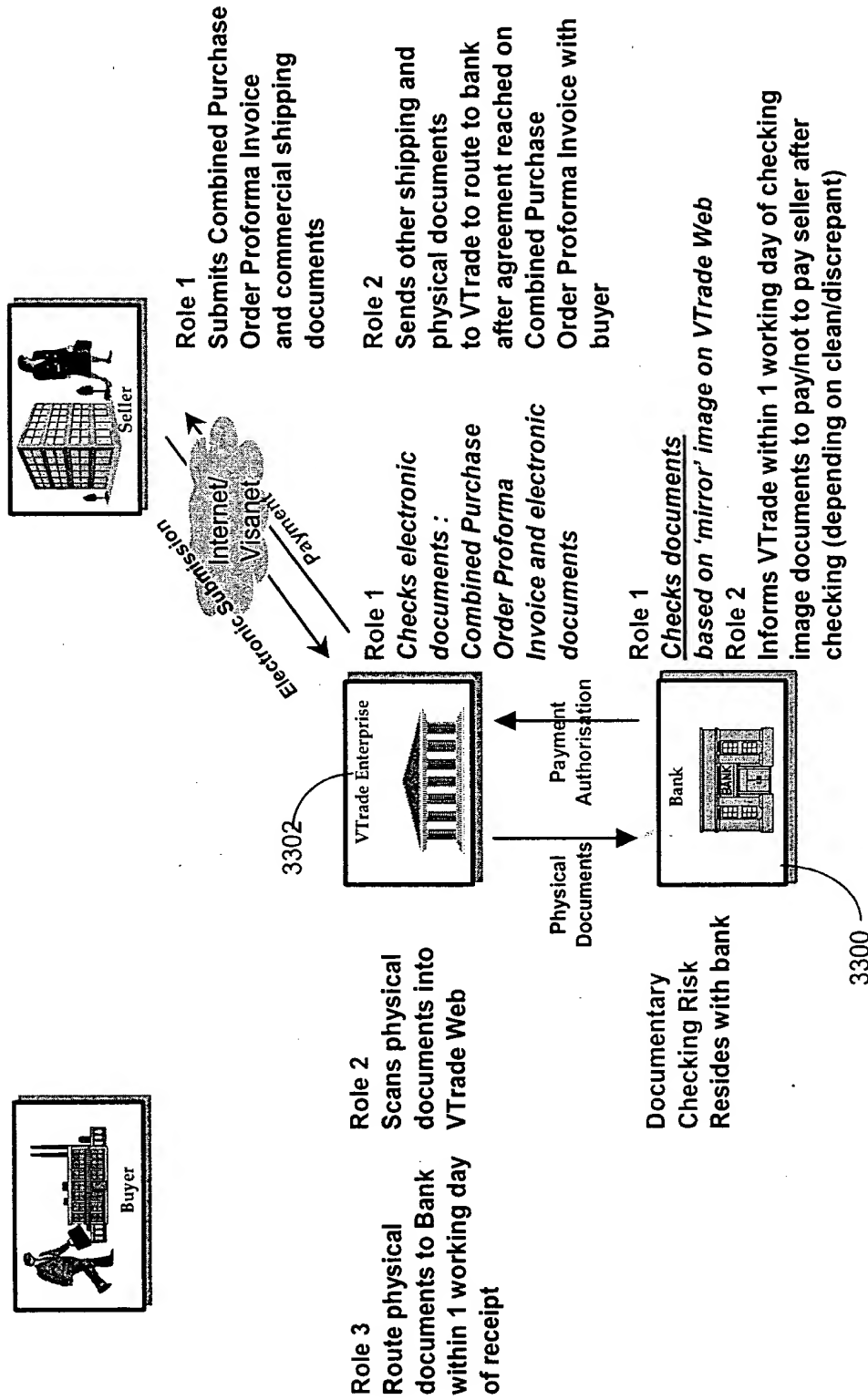


Figure 33

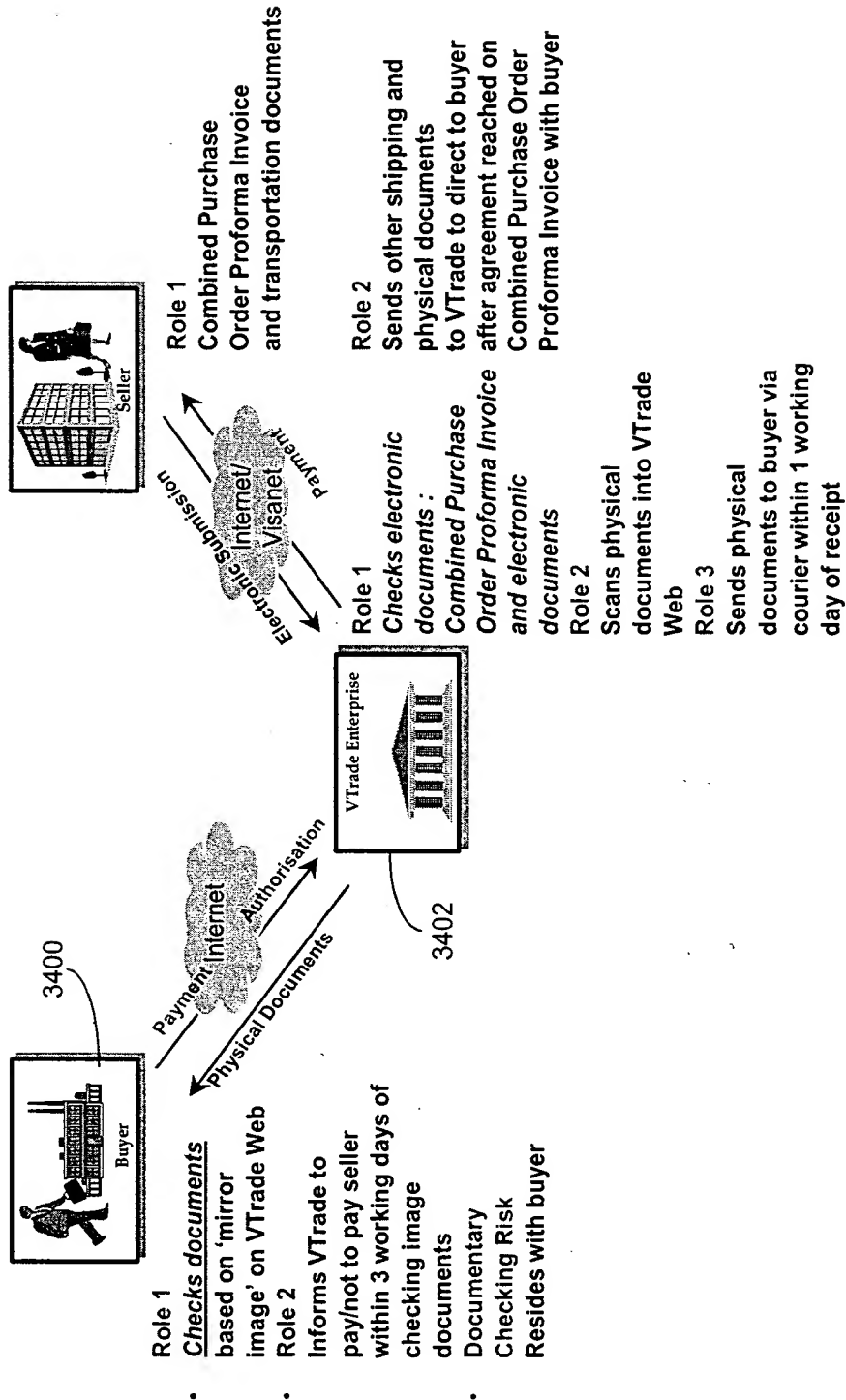


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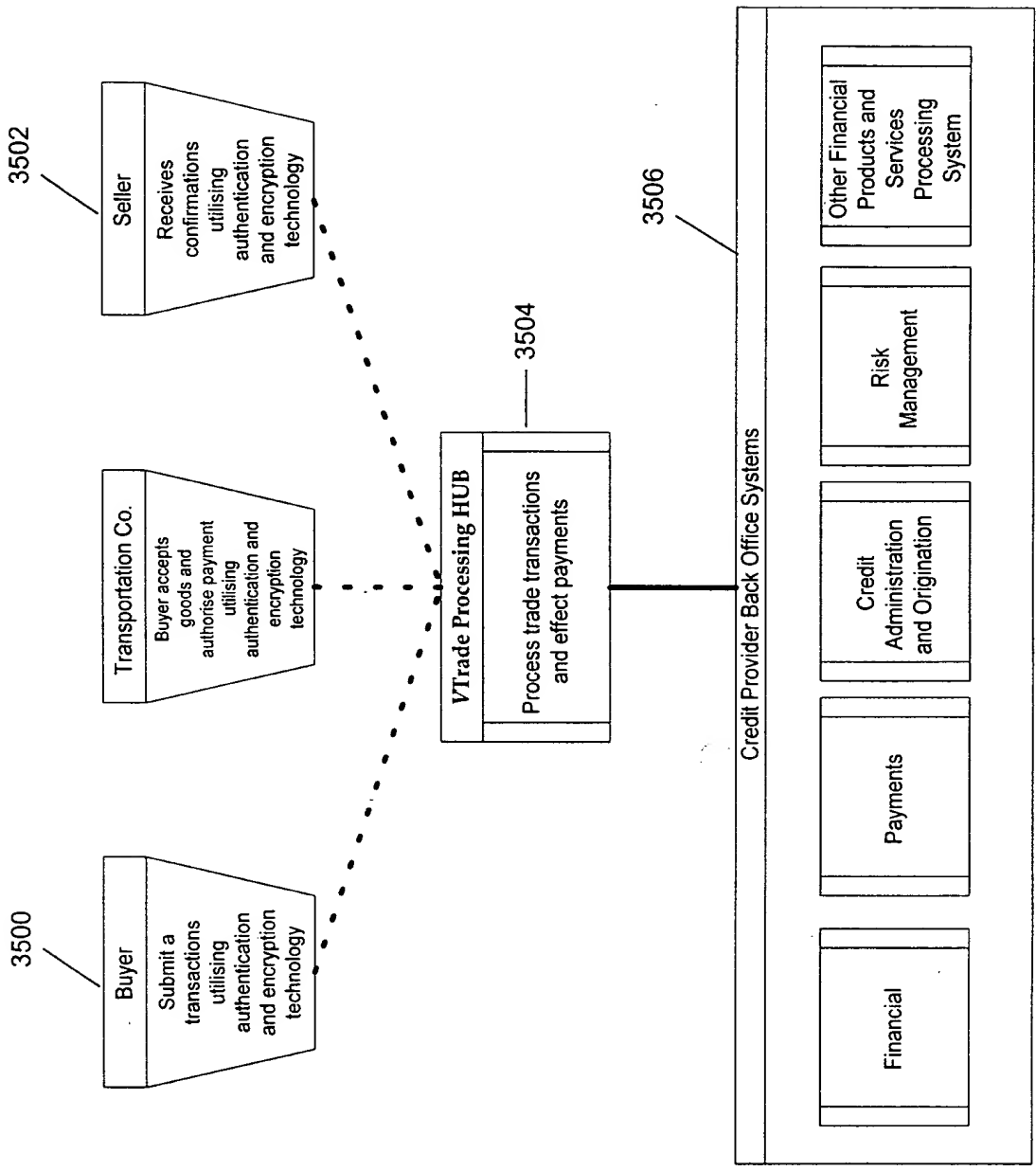


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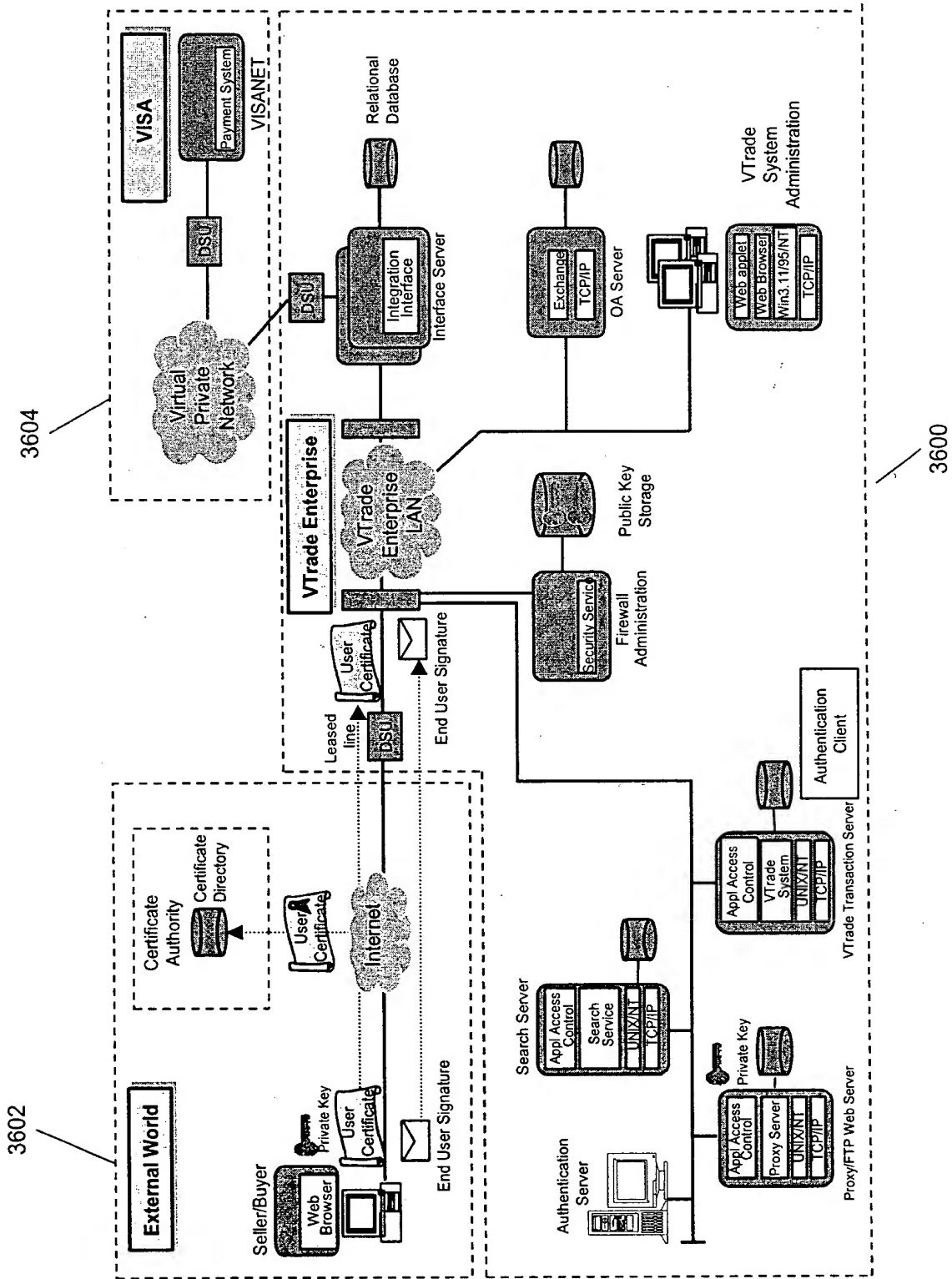


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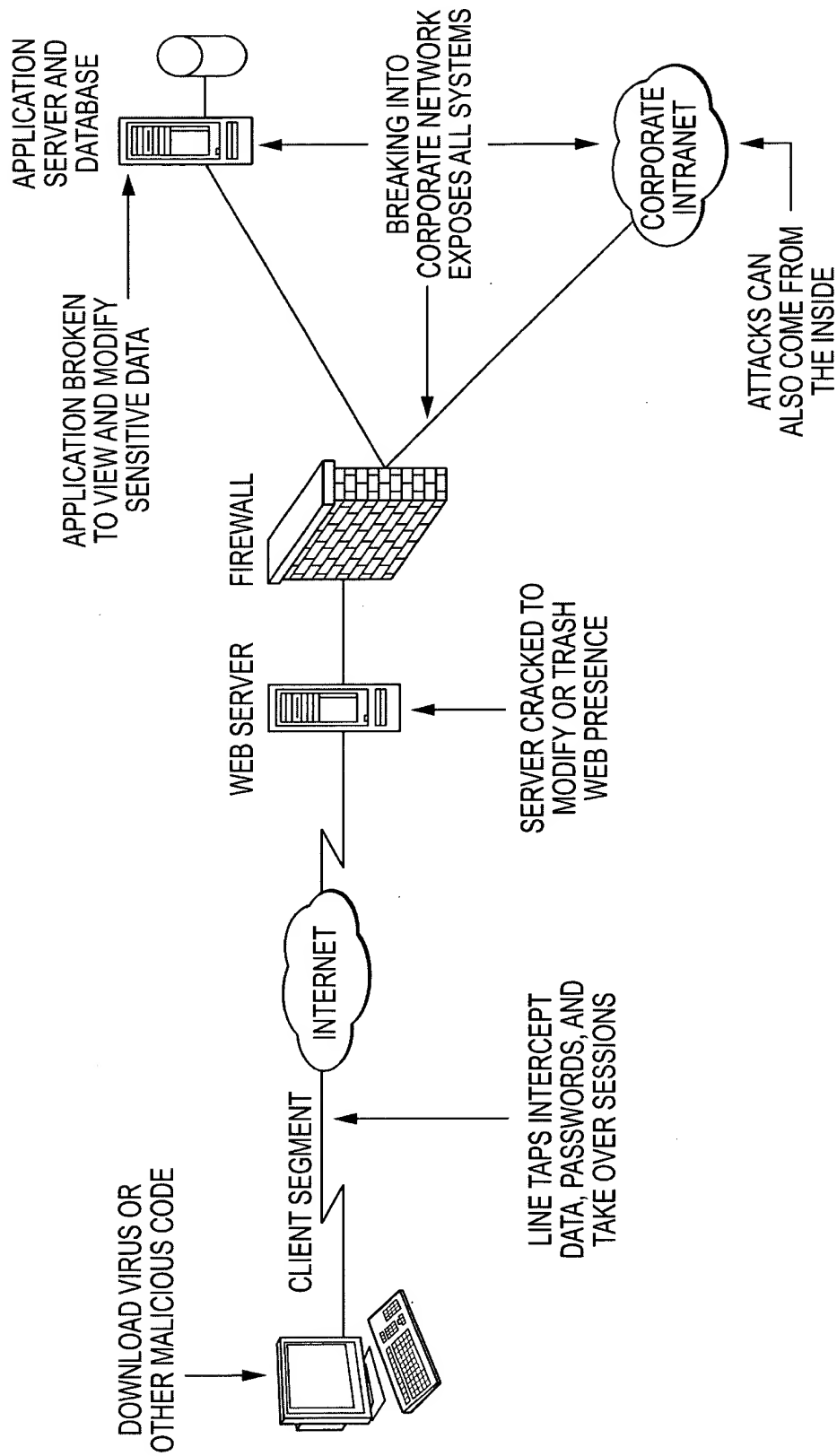


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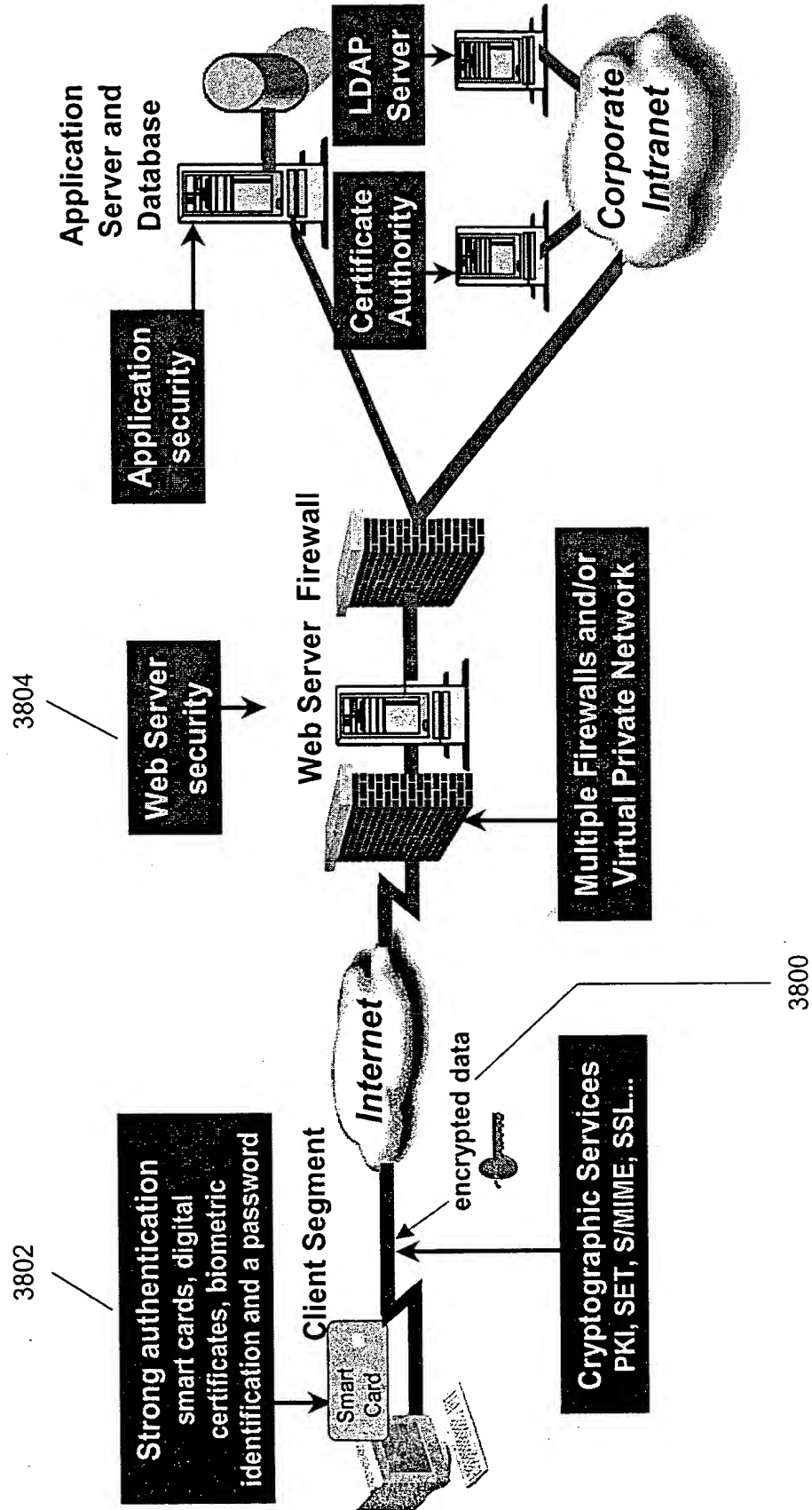


Figure 38

3900 SECURITY PRINCIPLES	3902 Authentication Services	3904 Cryptography Services	3906 Certification Services
Identification	Yes		Yes
Authentication	Yes		Yes
Authorization	Yes		Yes
Privacy		Yes	Yes
Integrity		Yes	Yes
Non-Repudiation			Yes

Figure 39



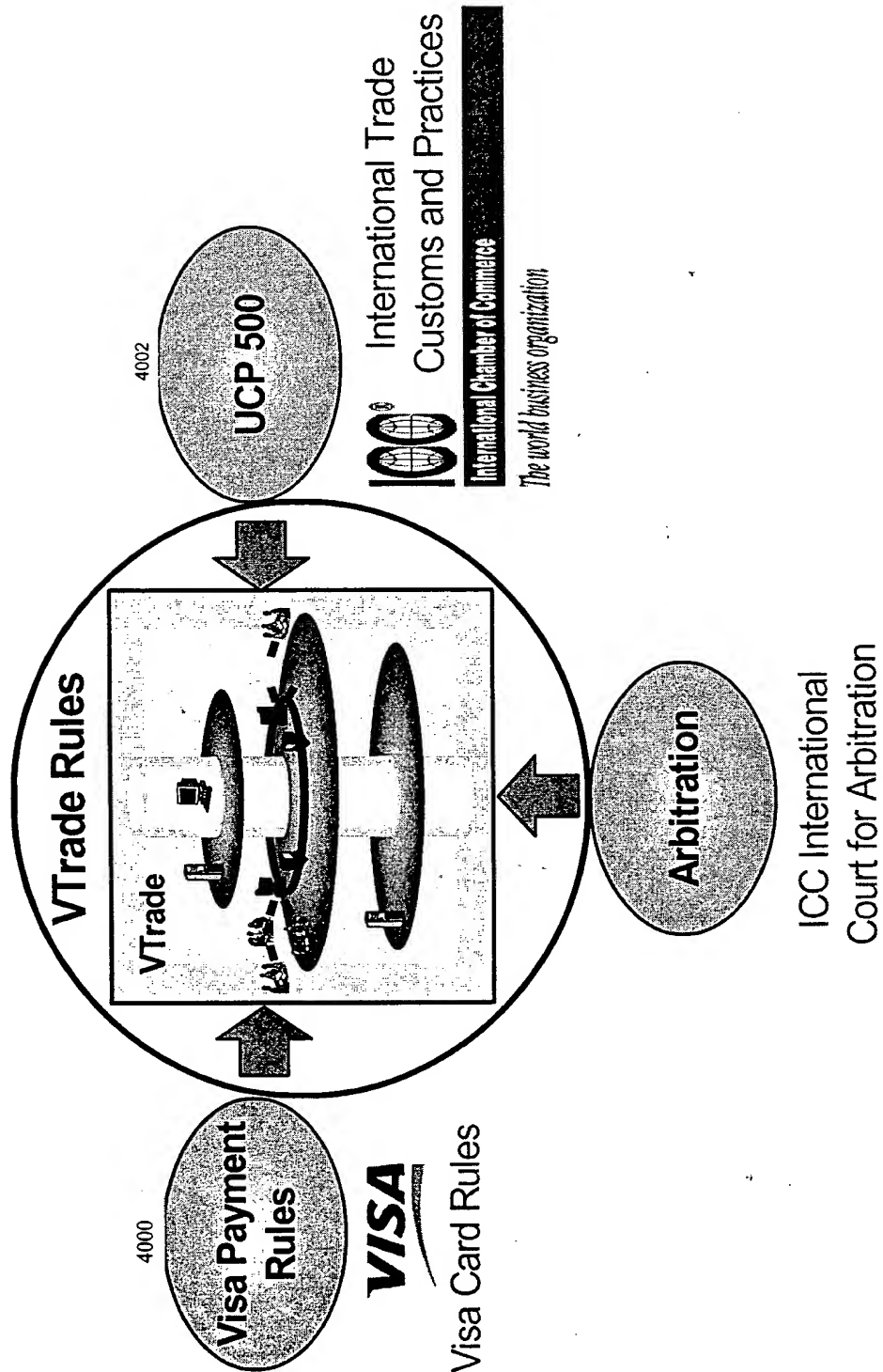


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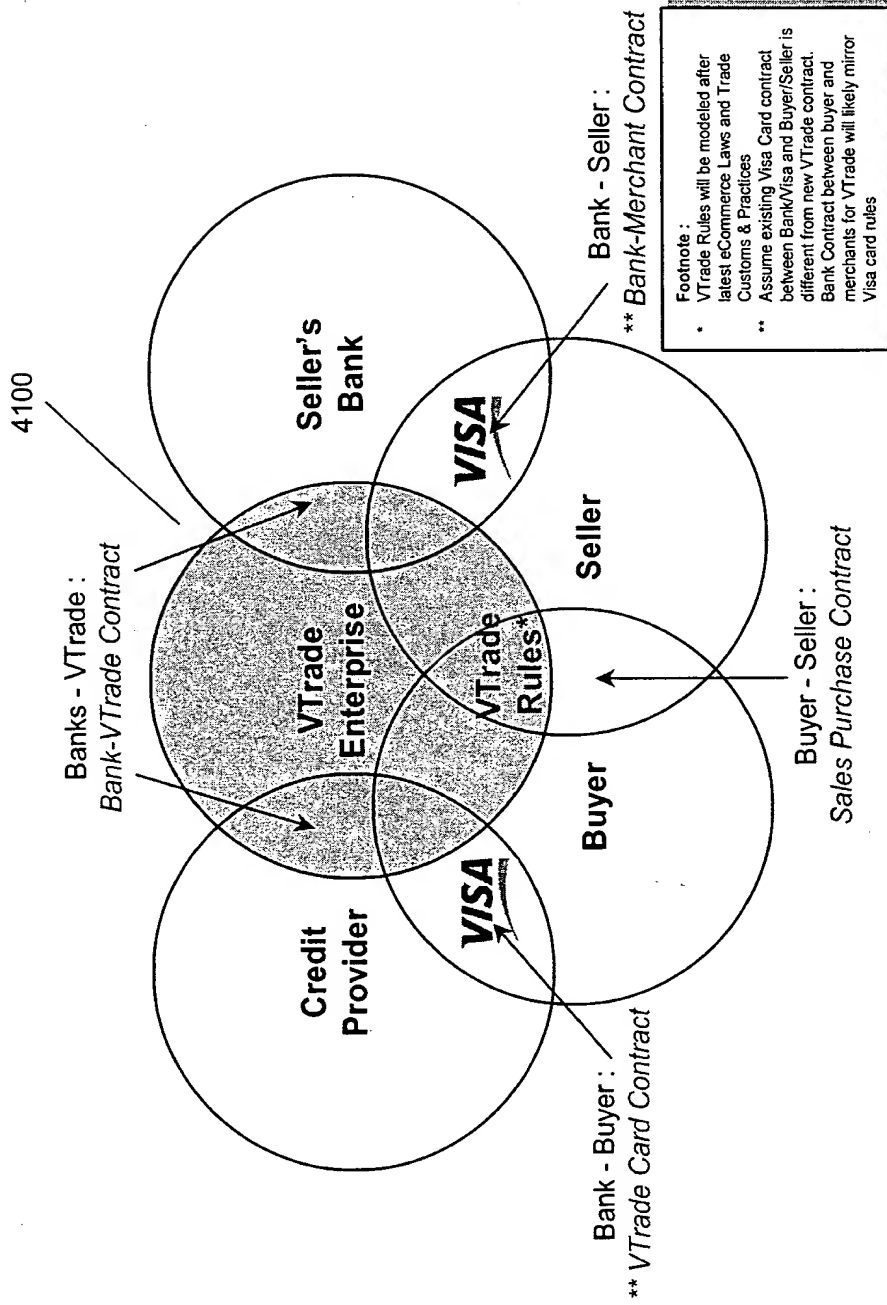


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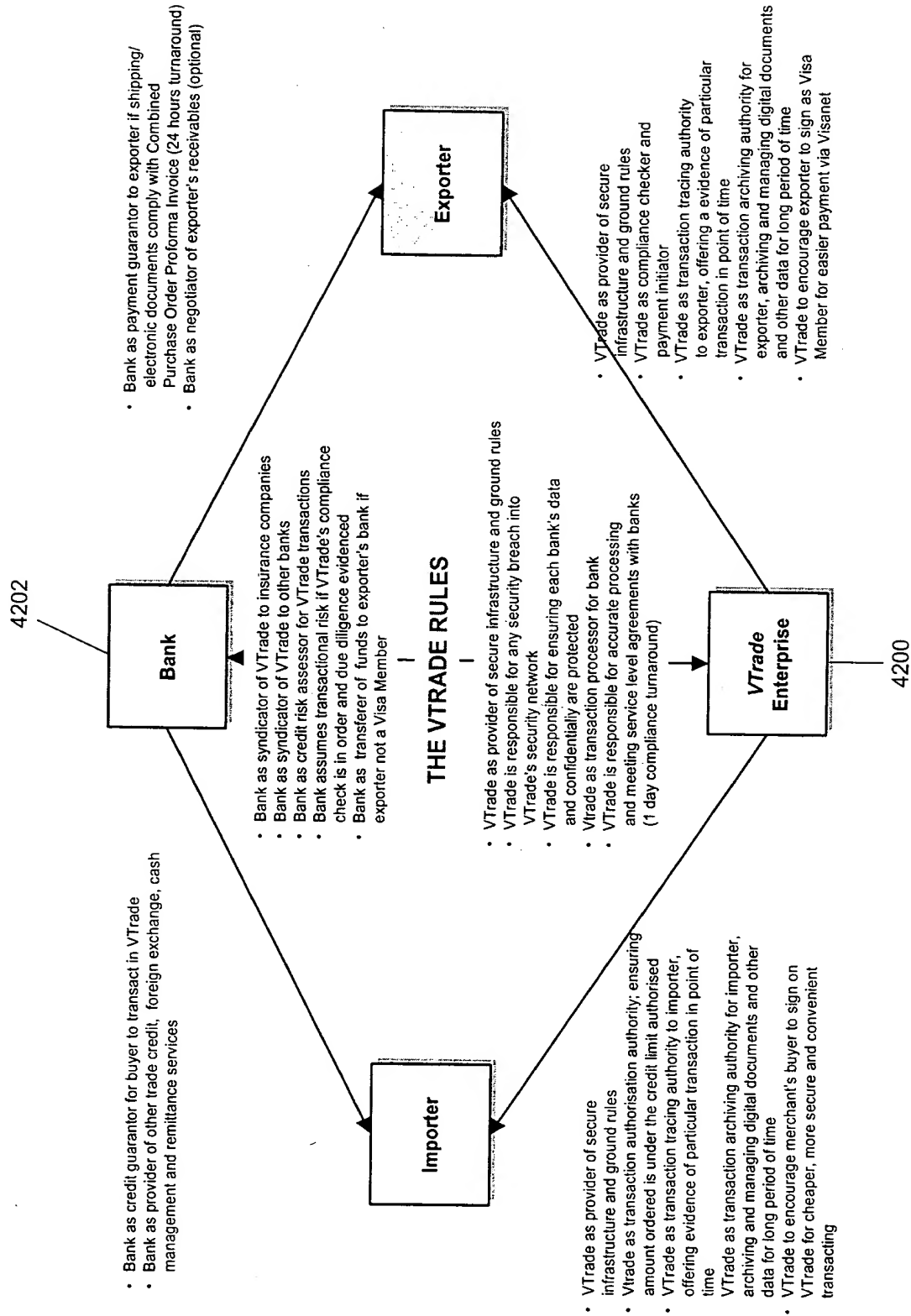


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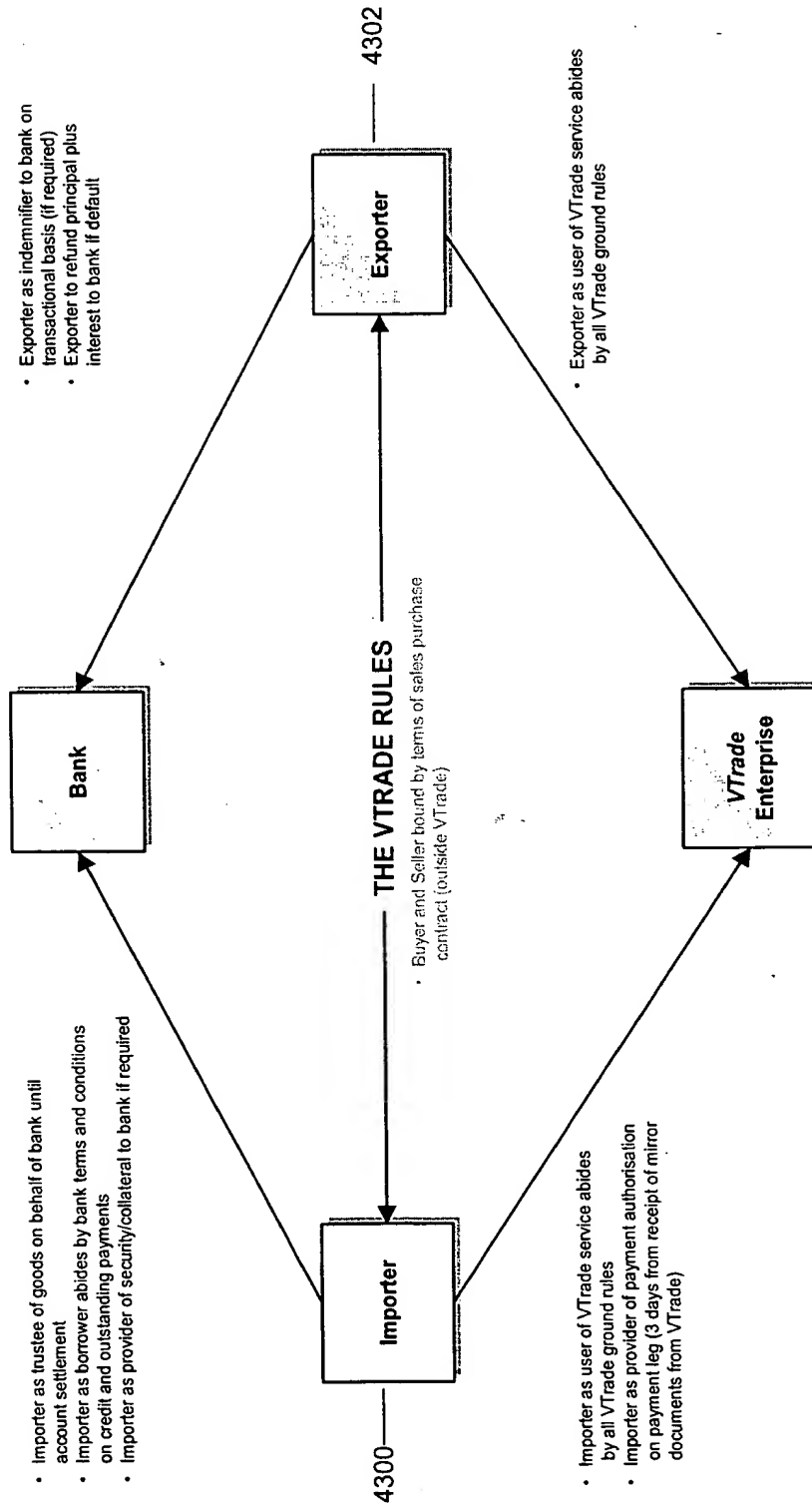
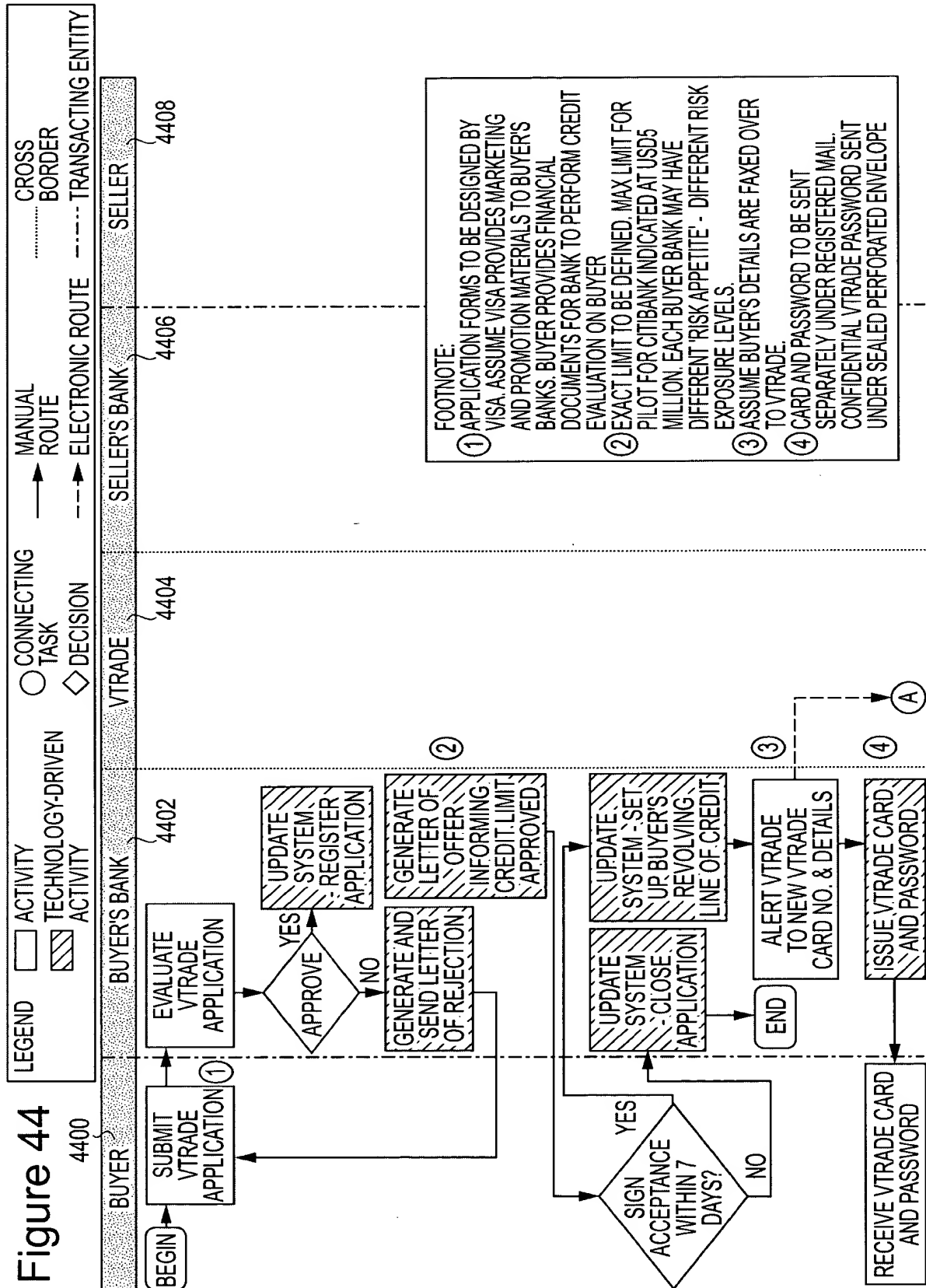


Figure 43

## Figure 44



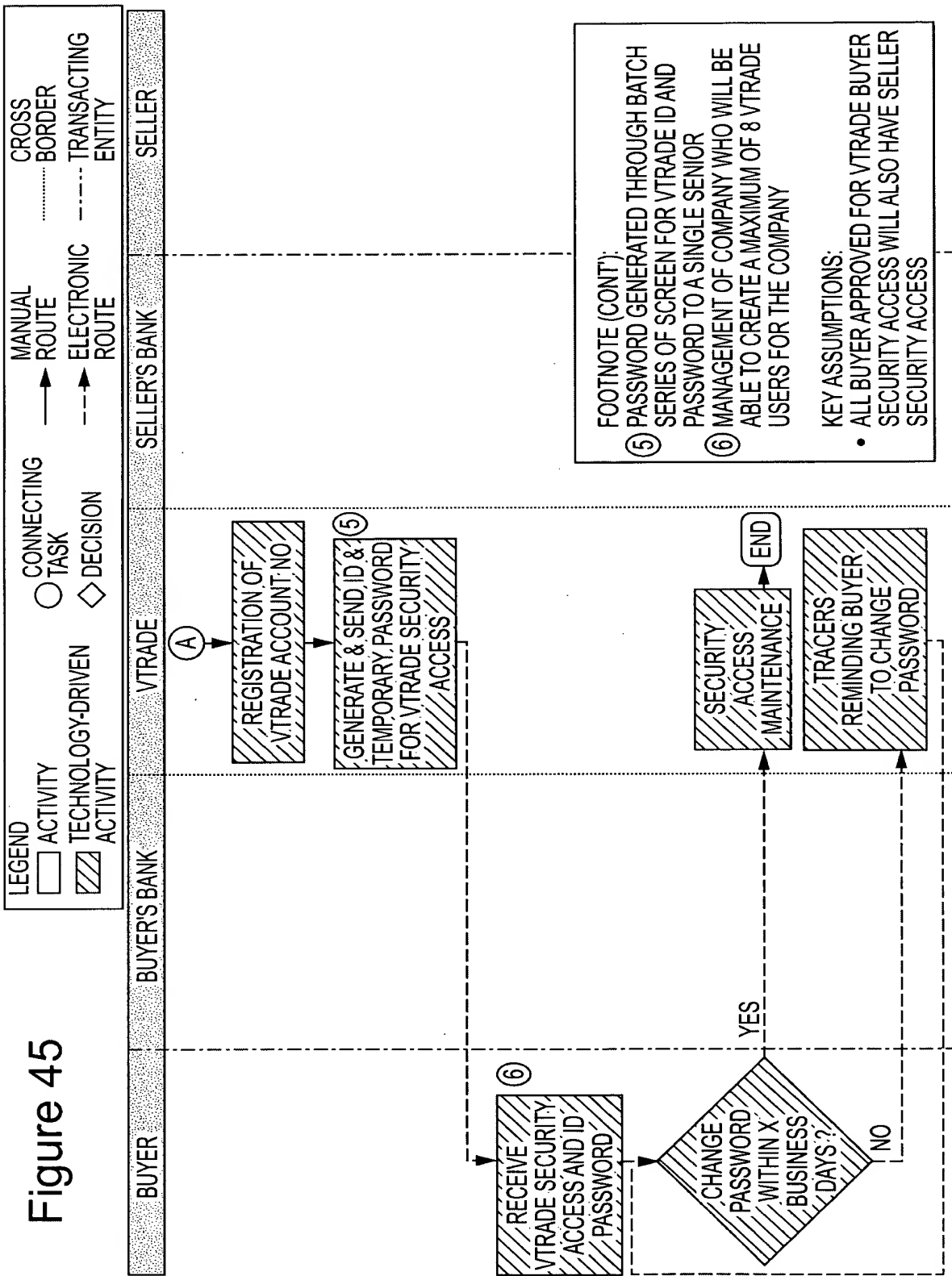
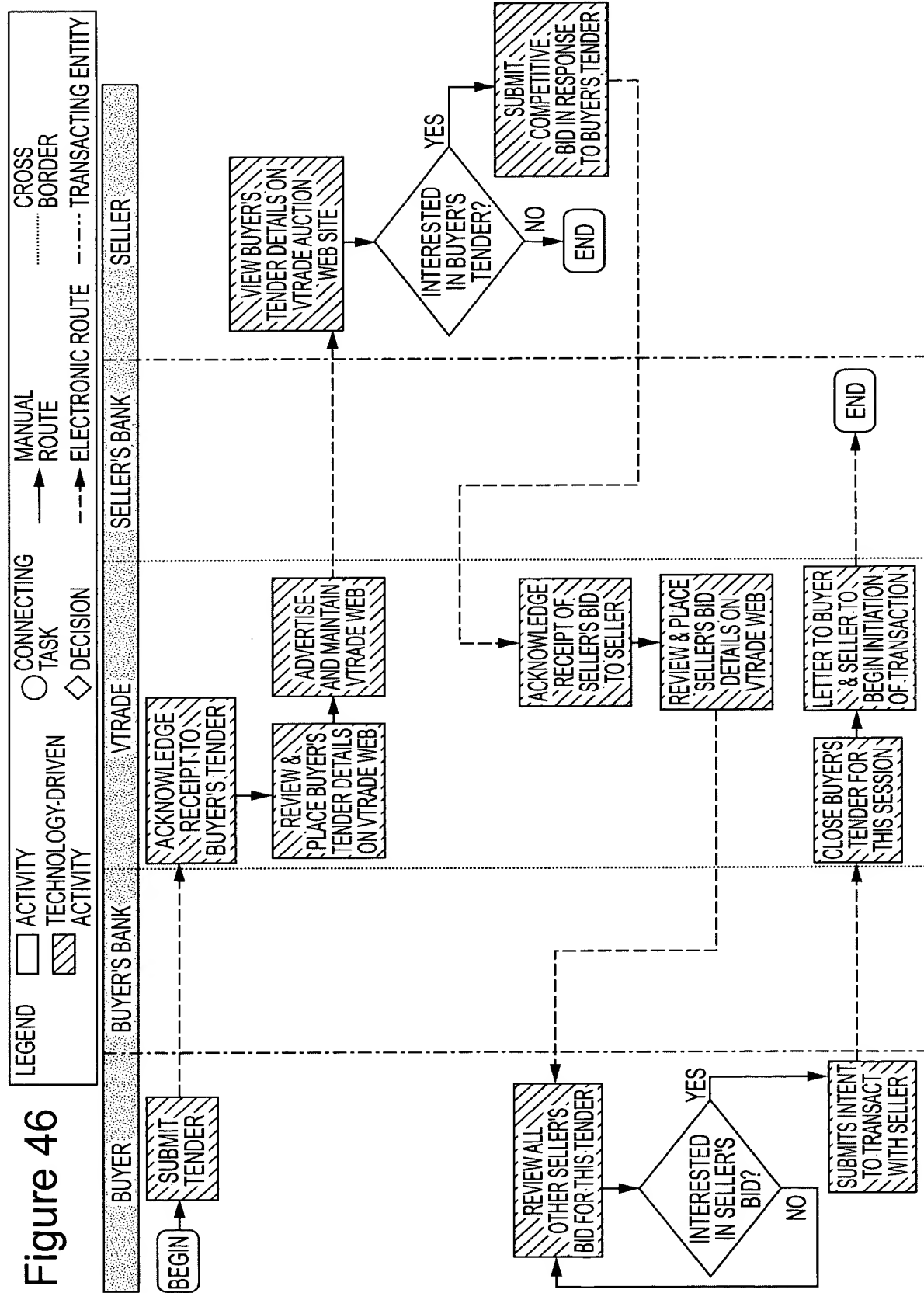
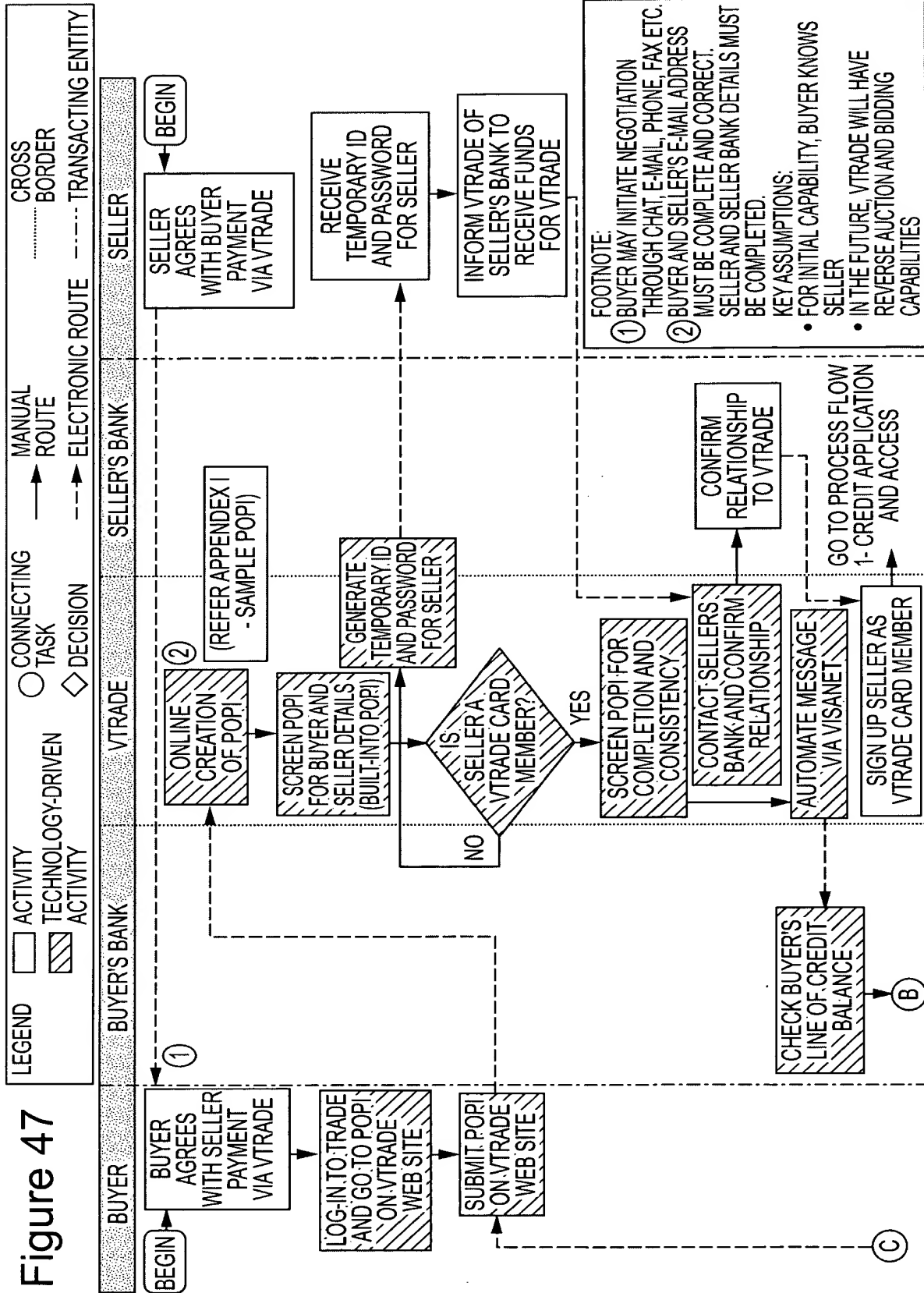


Figure 46







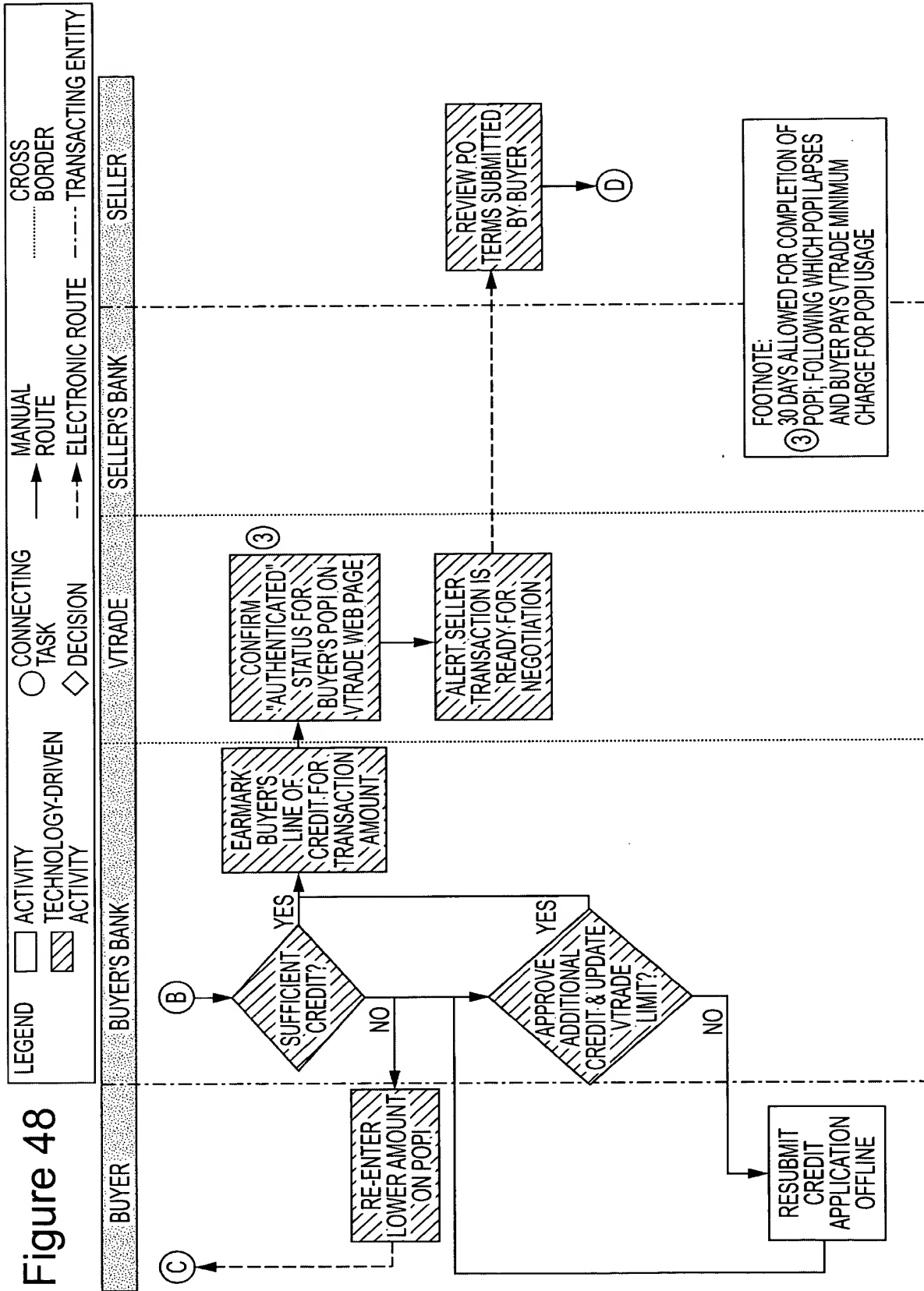


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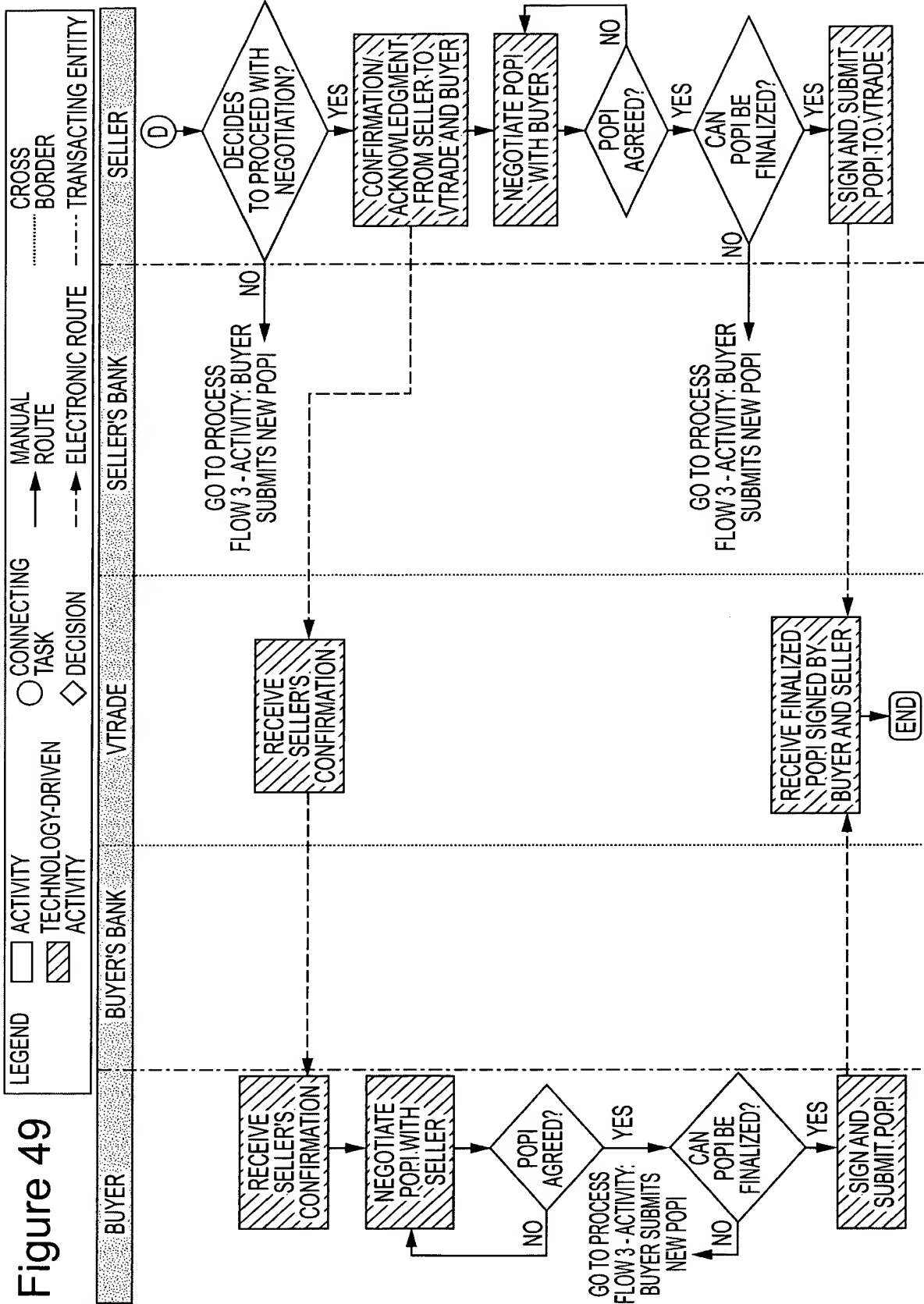


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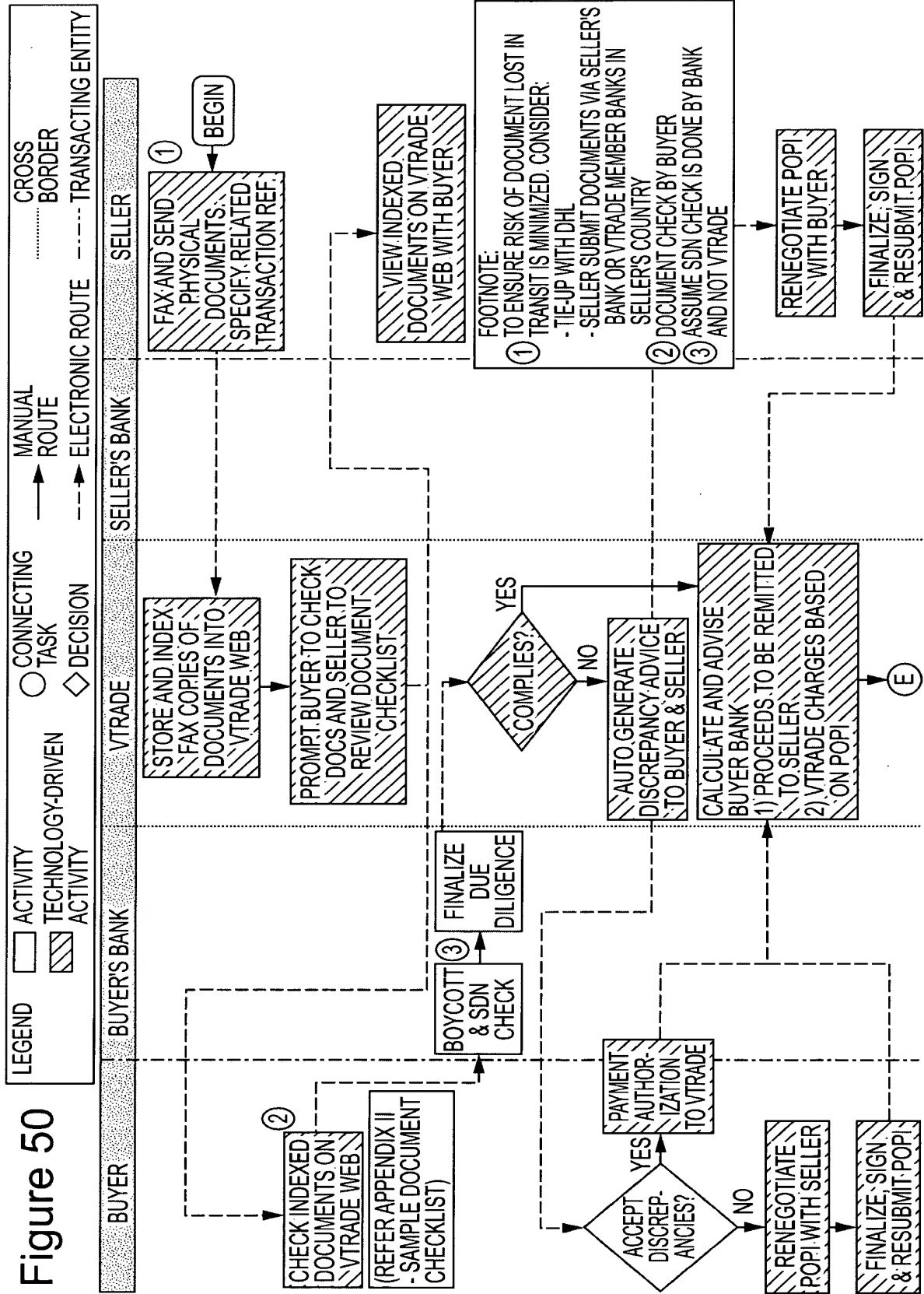


Figure 51

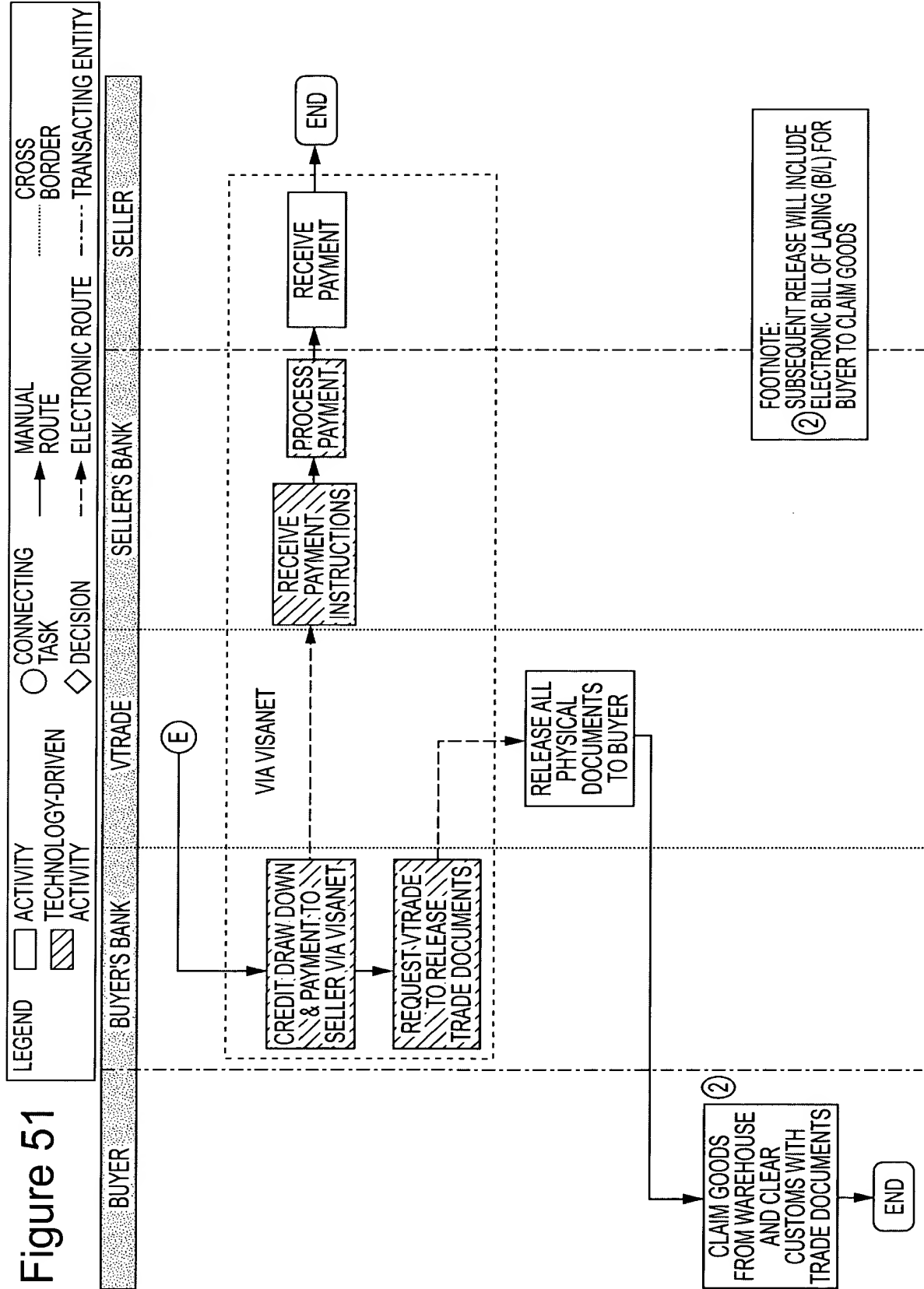
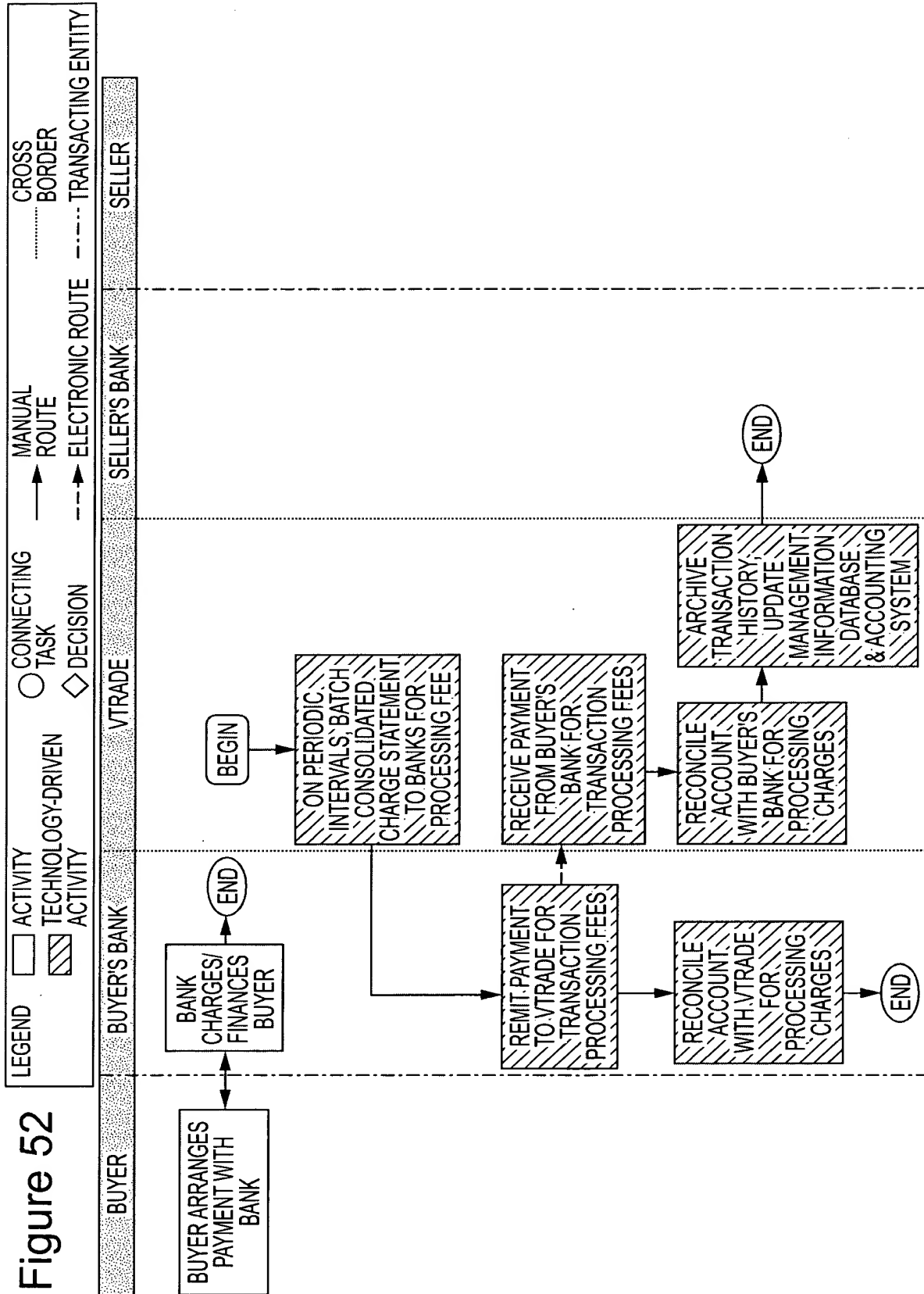


Figure 52



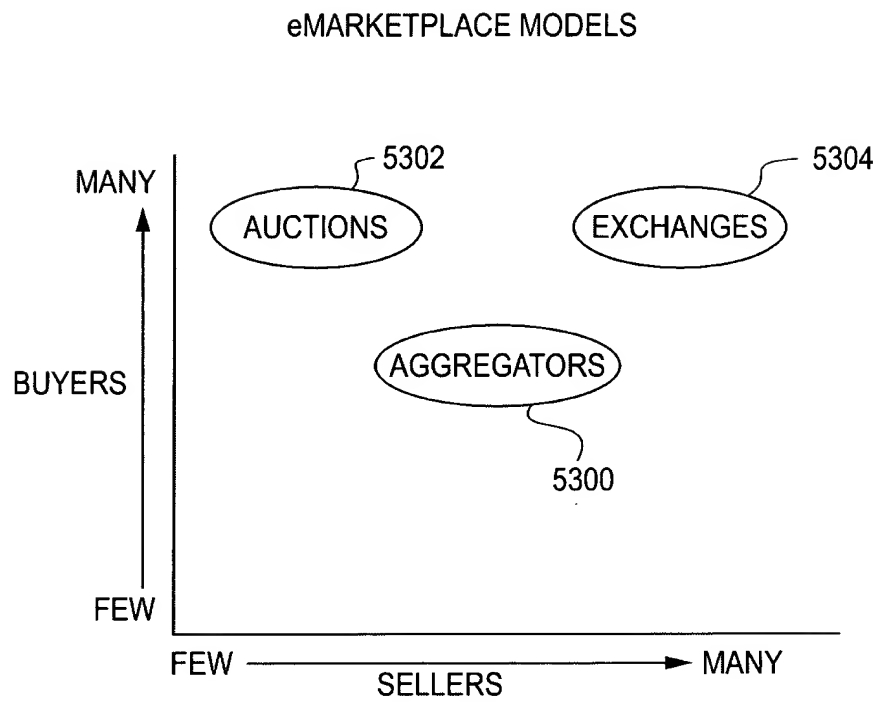


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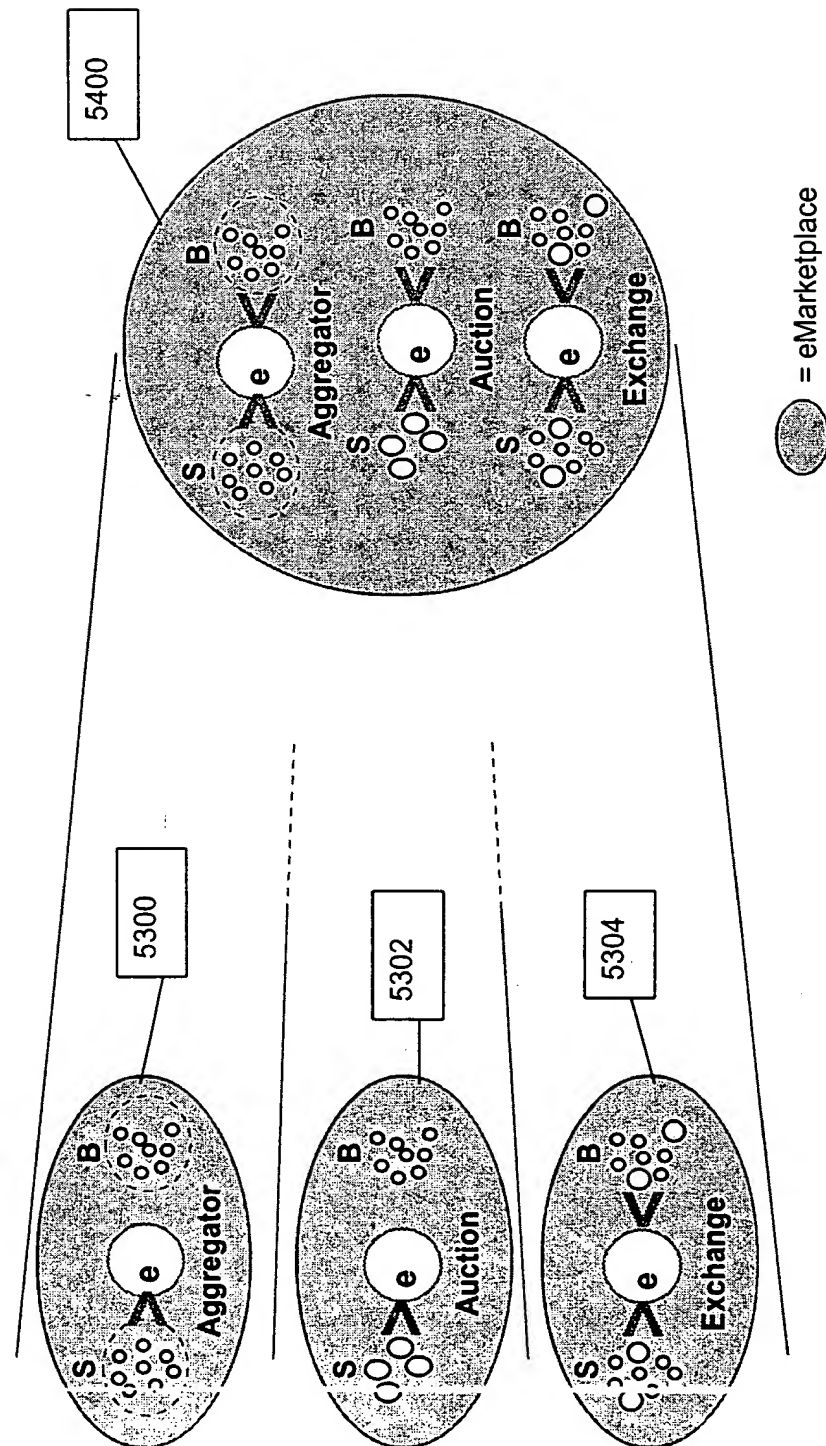


Figure 54

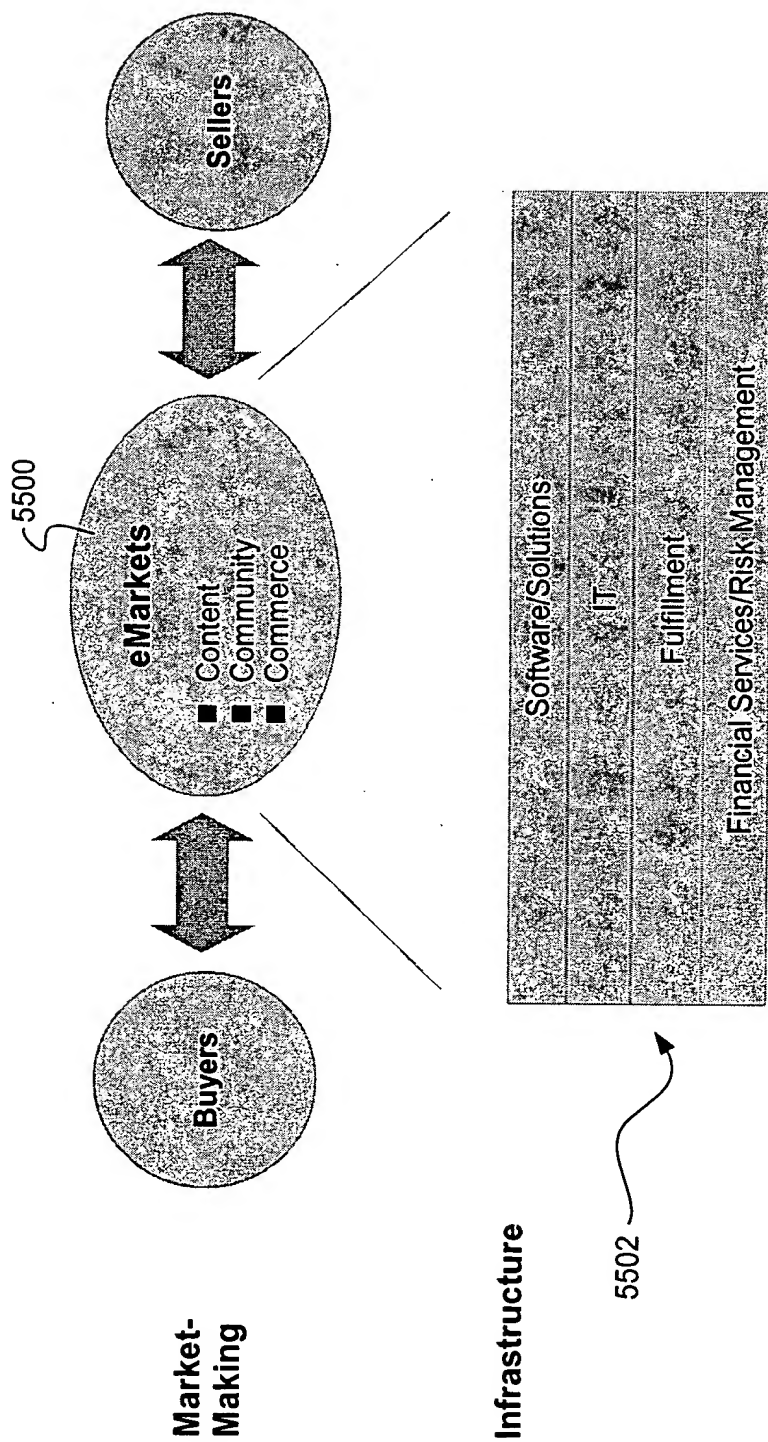


Figure 55



## Infrastructure

	Description	Examples
5600 Software/ Solutions	<ul style="list-style-type: none"> <li>■ The software which makes the site run</li> </ul>	<ul style="list-style-type: none"> <li>■ Auction engine</li> <li>■ Content management</li> <li>■ ERP integration software</li> </ul>
5602 IT	<ul style="list-style-type: none"> <li>■ Setting up the site and providing ongoing maintenance</li> </ul>	<ul style="list-style-type: none"> <li>■ Systems integration</li> <li>■ Hosting</li> <li>■ Application Service Providers</li> </ul>
5604 Fulfillment	<ul style="list-style-type: none"> <li>■ Organizing the physical settlement of trades after they have been agreed upon</li> </ul>	<ul style="list-style-type: none"> <li>■ Shipping</li> <li>■ Warehousing</li> <li>■ Inspection</li> </ul>
5606 Financial Services/ Risk Management	<ul style="list-style-type: none"> <li>■ Facilitating the financing and transfer of funds between parties to a transaction</li> <li>■ Minimizing the risks of fraud, renegeing, etc., at this exchange and providing tools to mitigate trade-related risks</li> </ul>	<ul style="list-style-type: none"> <li>■ Payment processing</li> <li>■ Receivables management</li> <li>■ Financing/ credit</li> <li>■ Authentication</li> <li>■ Warranties</li> <li>■ Derivatives/options</li> </ul>

Figure 56

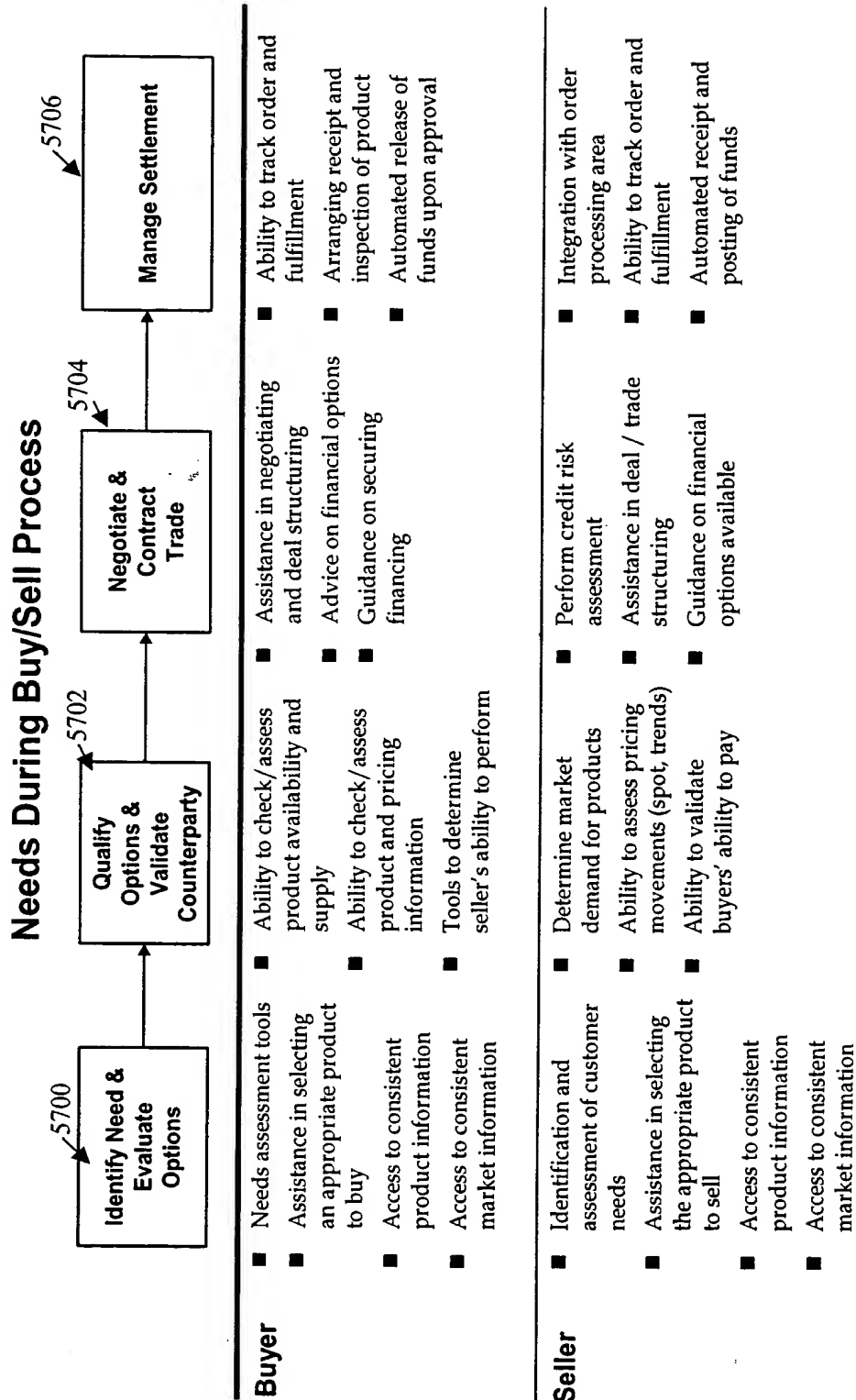


Figure 57

Figure 58A  
Figure 58B

EXCHANGE SERVICES  
■ TYPICAL eMARKETPLACE SERVICES  
■ FINANCIAL SERVICES/RISK MANAGEMENT  
■ OTHER SERVICES

Figure 58

TASKS DURING BUY/SELL PROCESS

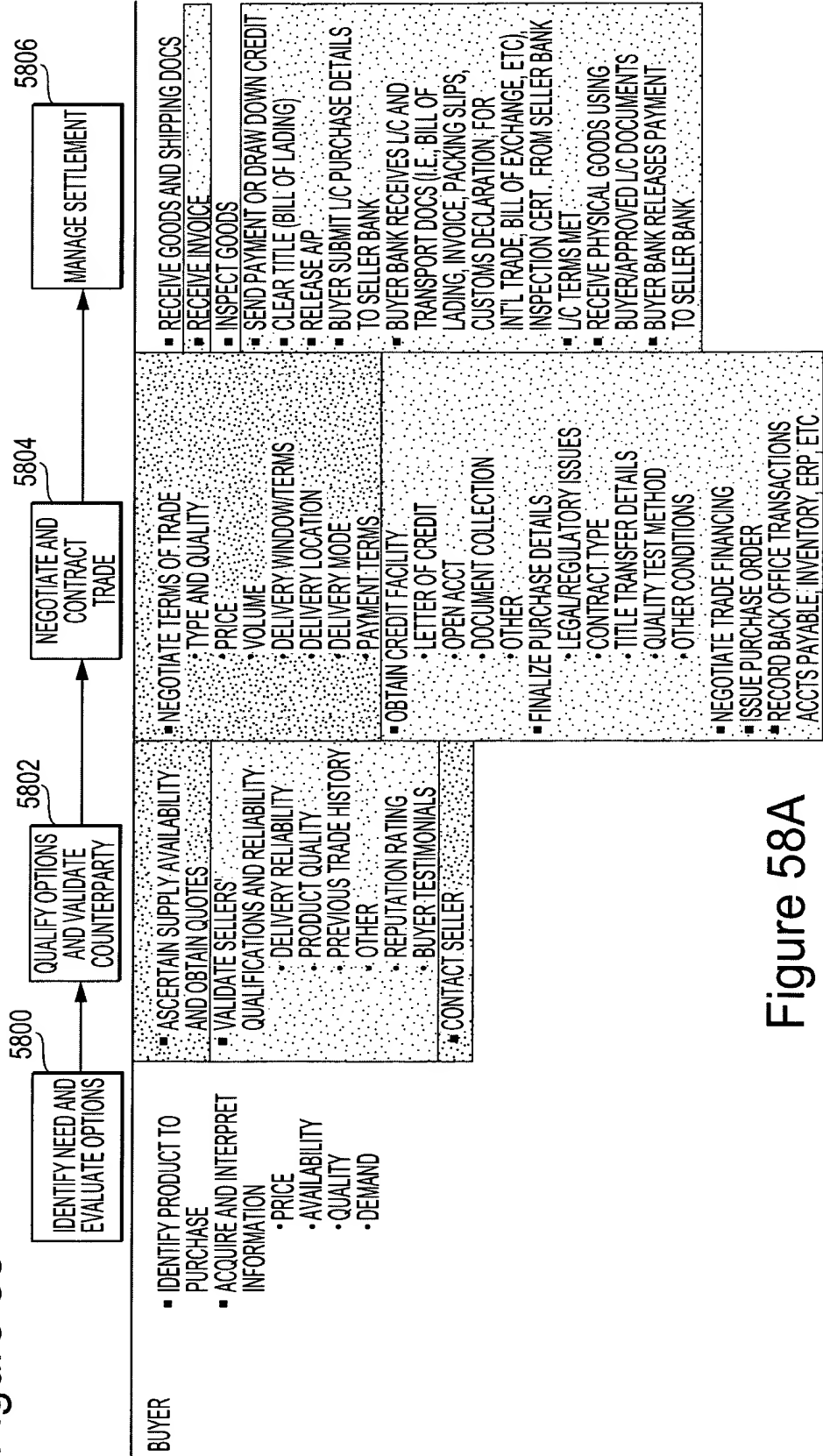


Figure 58A

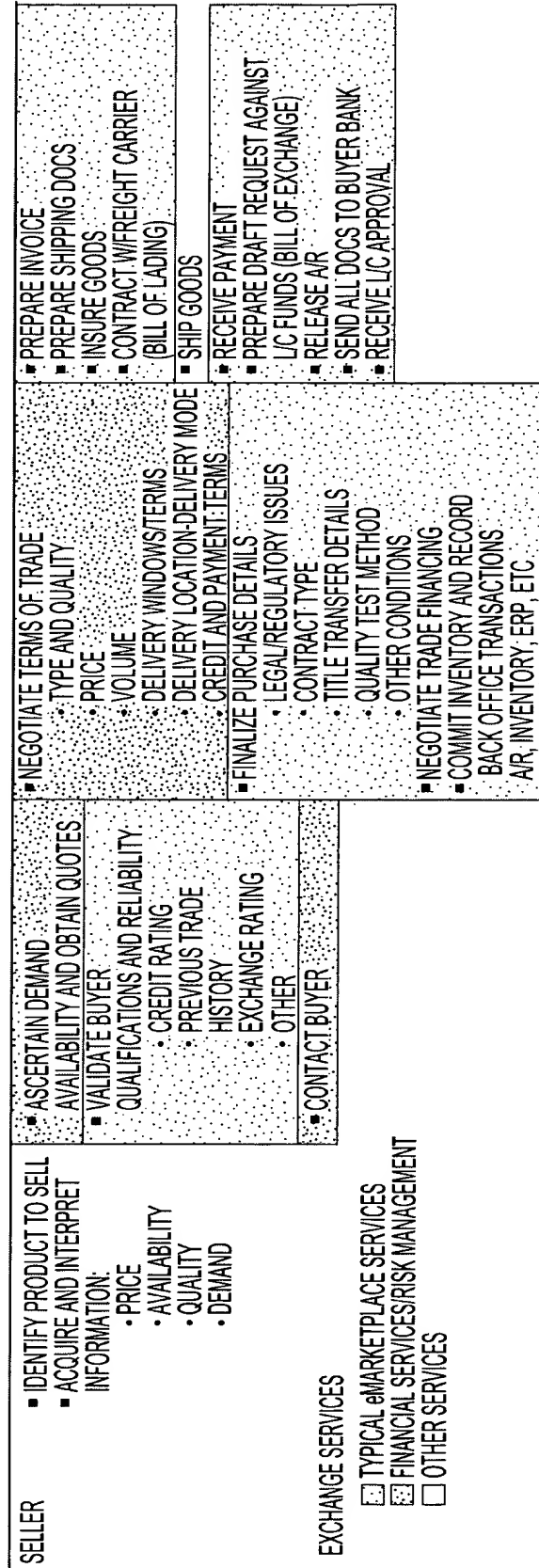


Figure 58B

Service Area	Service	Buyer/Seller Value Proposition	eMkt Place Value Proposition
<b>Reputation Assessment</b> 5900	■ Online documentation of credit worthiness included in profile	■ Increases member confidence in trading partners	■ Increases transaction volume and transaction-related revenues
	■ Credit rating engine based on historical transaction data		■ Potential service revenue (per credit profile provision)
	■ Member-specified credit rating		
	■ Authentication when using site		
<b>Financing</b> 5902	■ Lines of credit, leasing, inventory financing	■ Provides access to cash flow management services	■ Increases member entanglement
	■ Factoring, forfeiting, and other receivables financing services		■ Potential referral revenue
<b>Risk Management</b> 5904	■ Foreign exchange services	■ Provides access to services that might be otherwise unavailable to small members	■ Increases member entanglement
	■ Insurance	■ Provides seamless service that is more convenient than existing services (e.g., "one click")	■ Potential referral revenue
	■ Hedging tools		
<b>ePayments</b> 5906	■ Credit Cards, ACH, SWIFT, wire transfers	■ Reduces counterparty payment risk	■ Potential to increase qualified member market / transaction volume and revenue
	■ Letters of credit, documentary collection, or other intermediated payment vehicles, guaranteed payment	■ Reduces transaction costs and time required to complete payment processing	■ Potential referral revenue
	■ Electronic bill presentation and payment	■ Increases speed and accuracy of document processing	■ Potential per-transaction revenue
	■ Online document management		■ Facilitates eMarketplace revenue model
<b>Information</b> 5908	■ Industry or product-related news	■ Enables informed decisions	■ Increases member usage and entanglement
	■ Specific roles/regs	■ Provides real insights	■ Positions provider as credible and knowledgeable resource
	■ Contacts and resources	■ Can access additional info without leaving site	■ Possible fee for service generator
	■ Decisions support/advice		

Figure 59

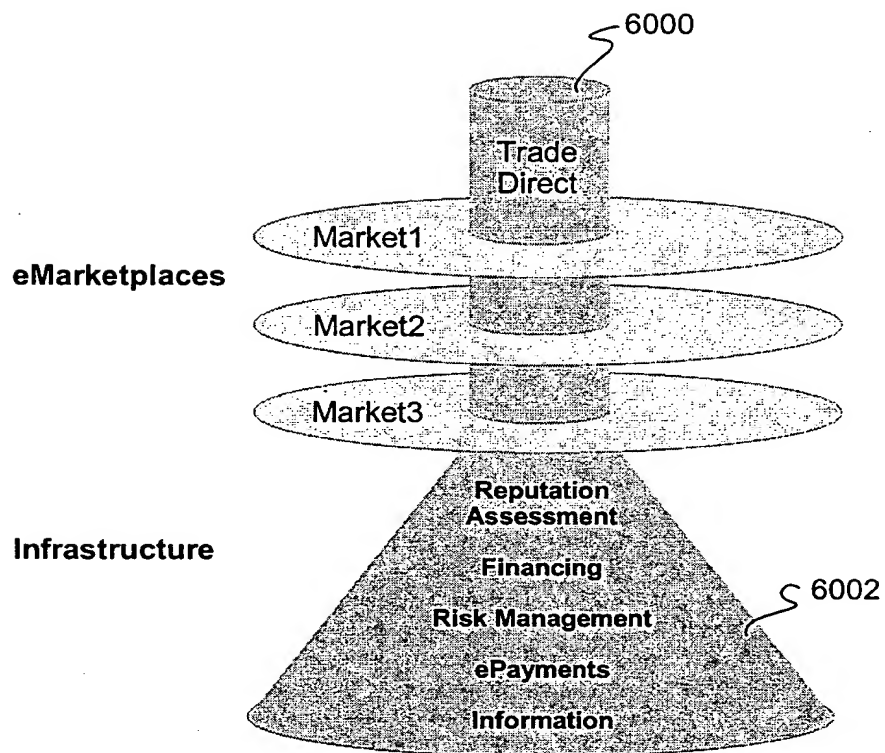


Figure 60

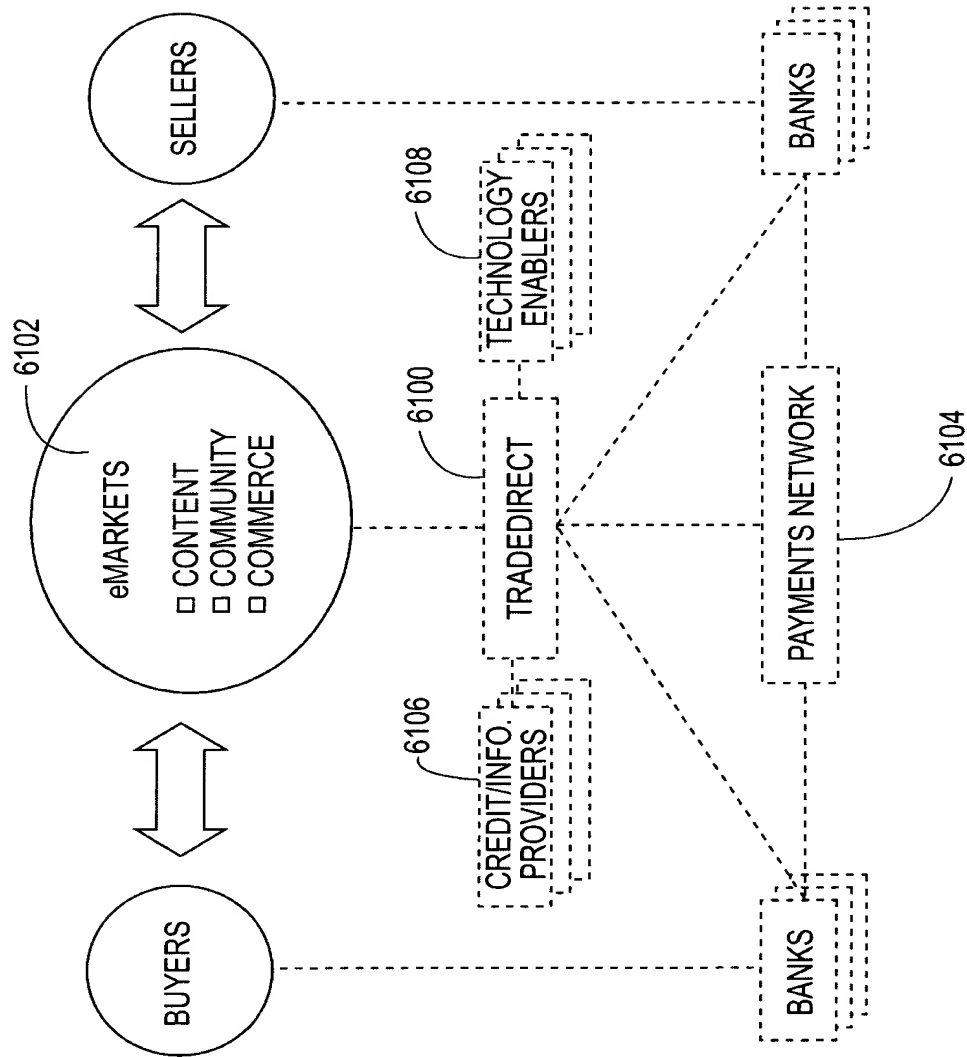


Figure 61

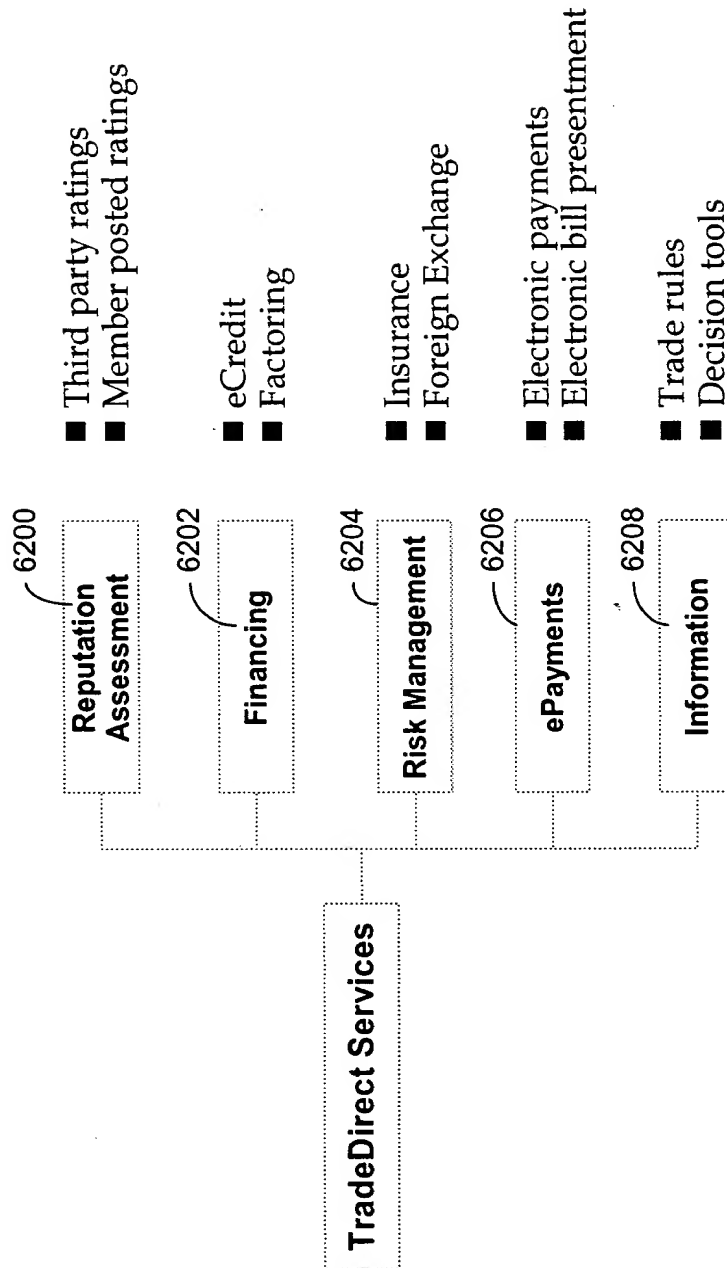
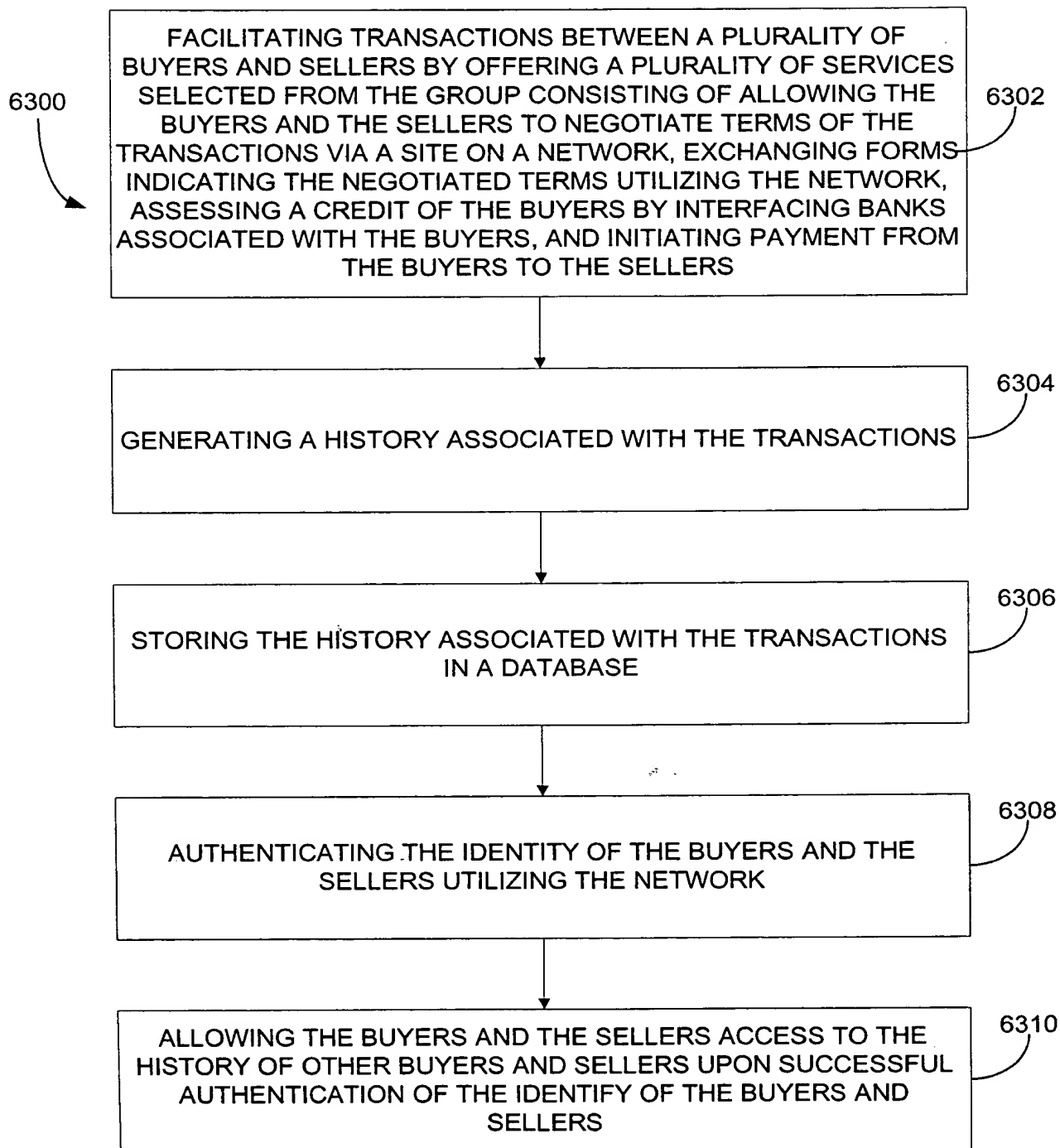


Figure 62





**Figure 63**

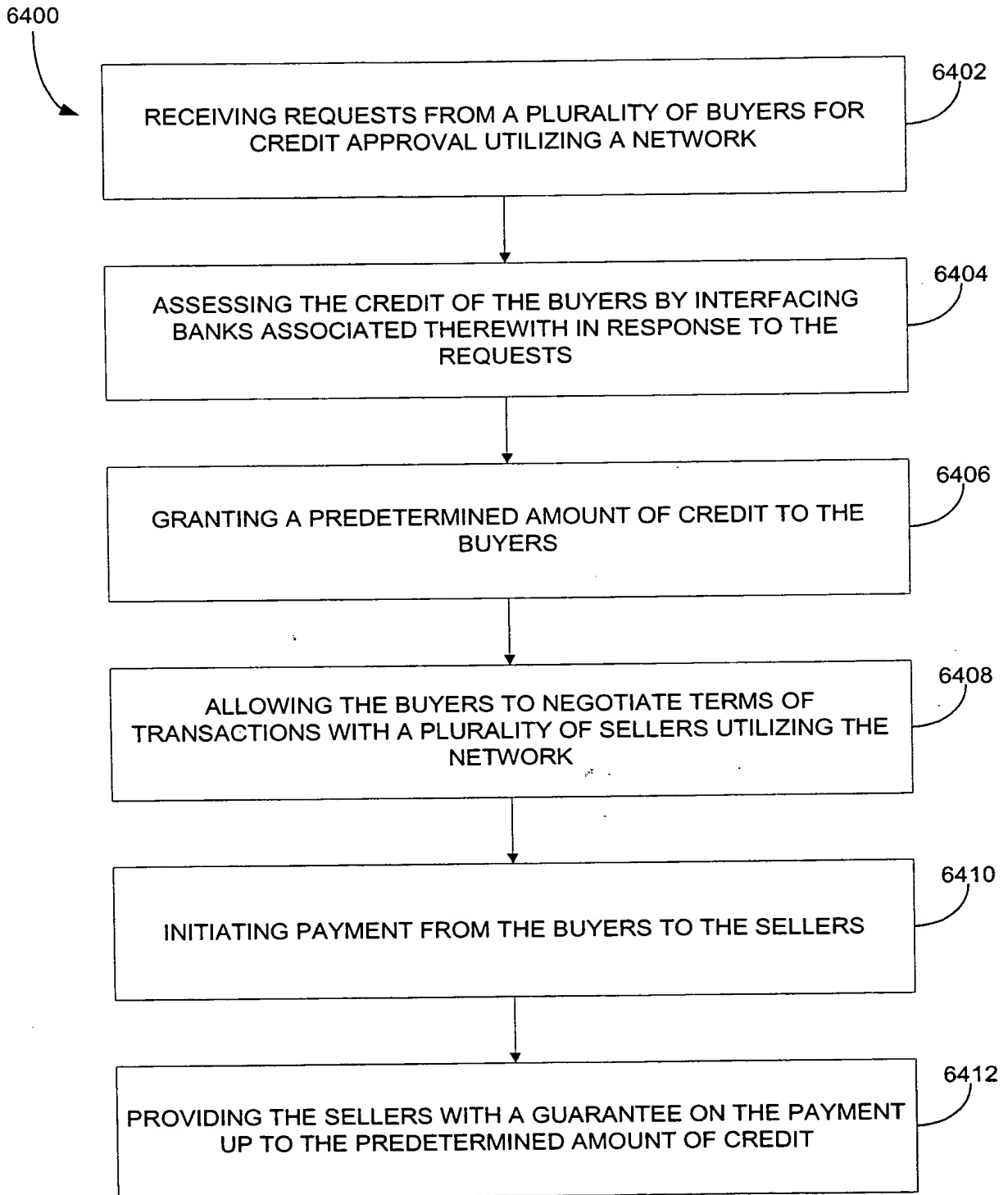
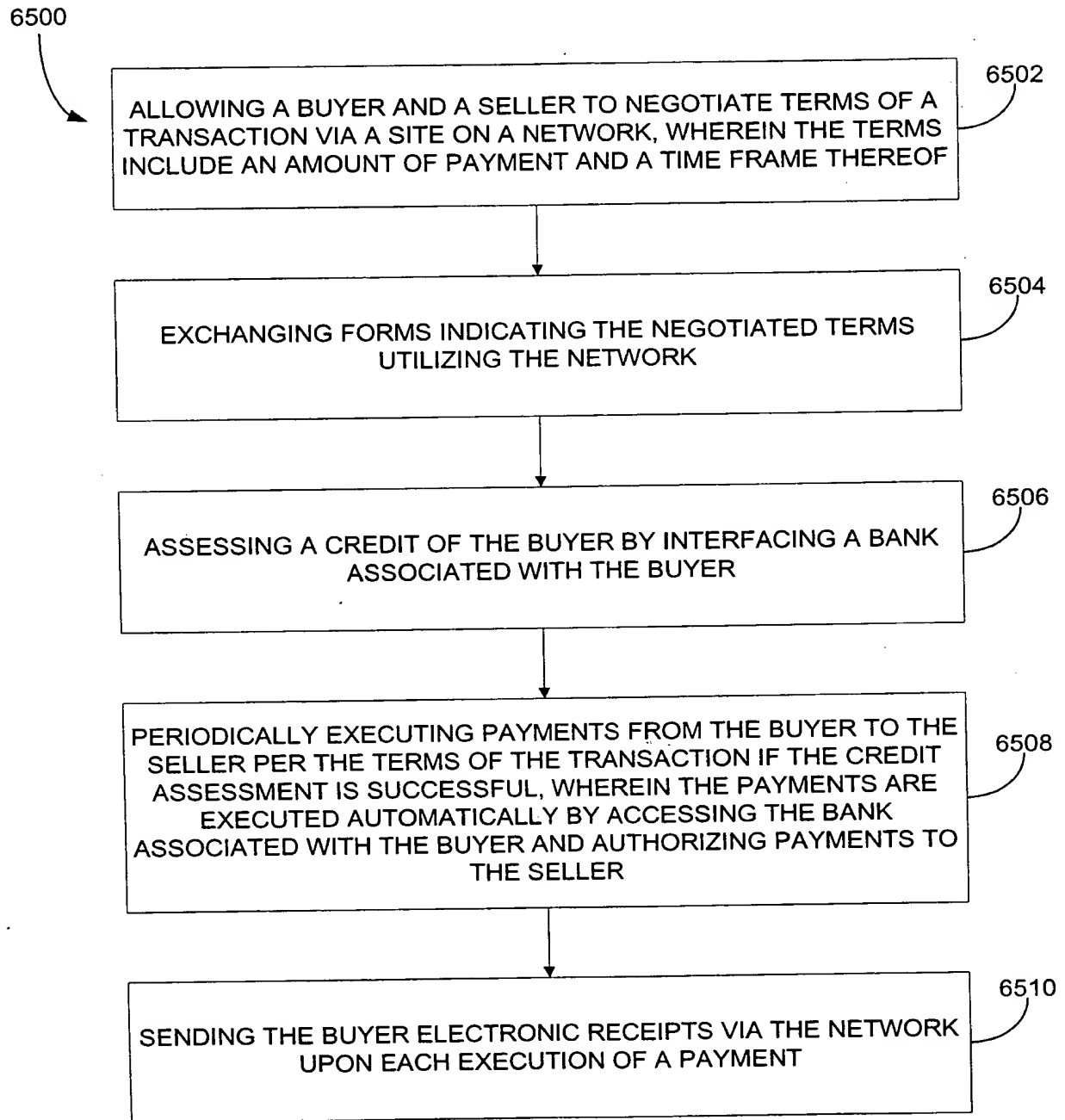
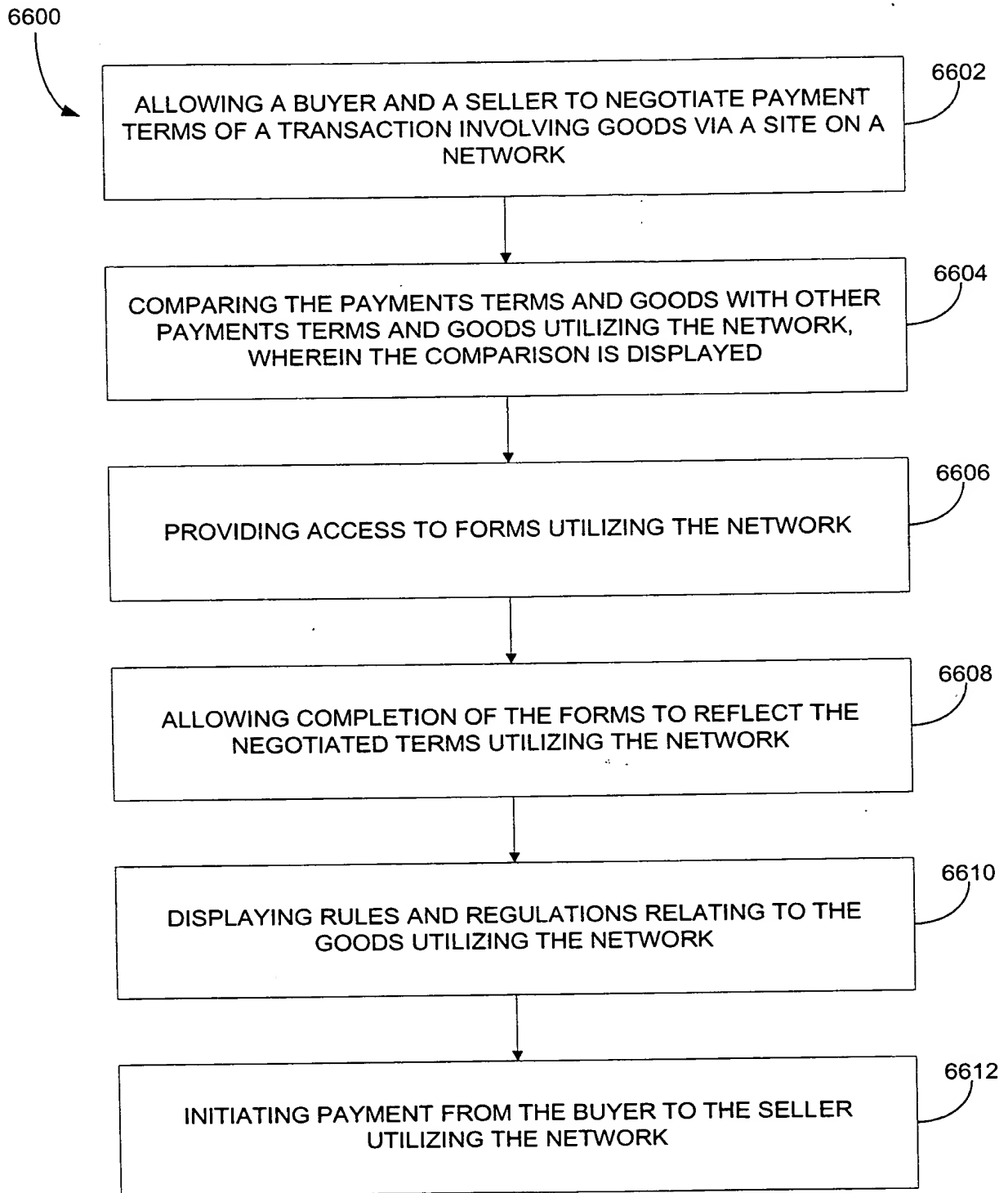


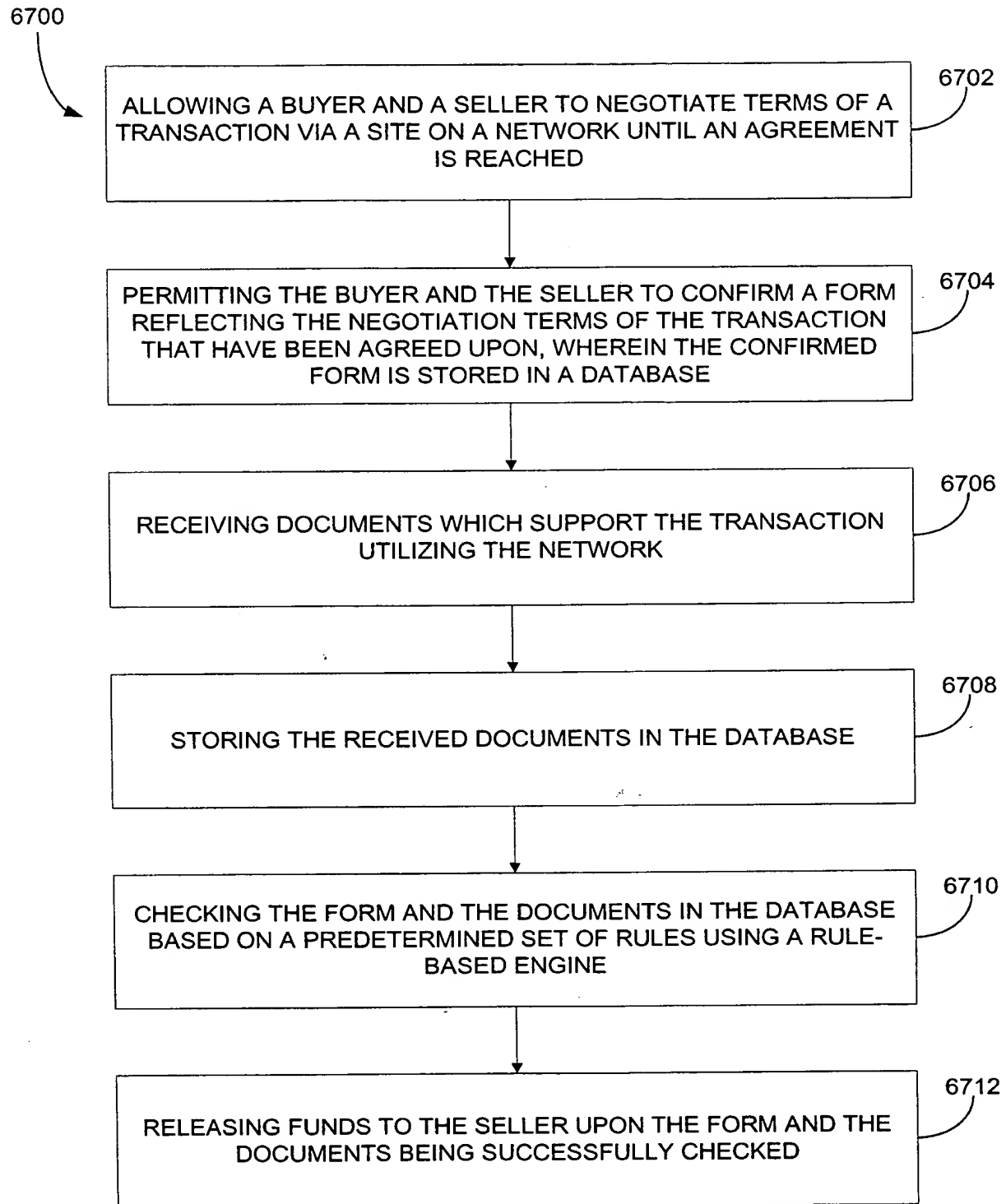
Figure 64



**Figure 65**



**Figure 66**



**Figure 67**

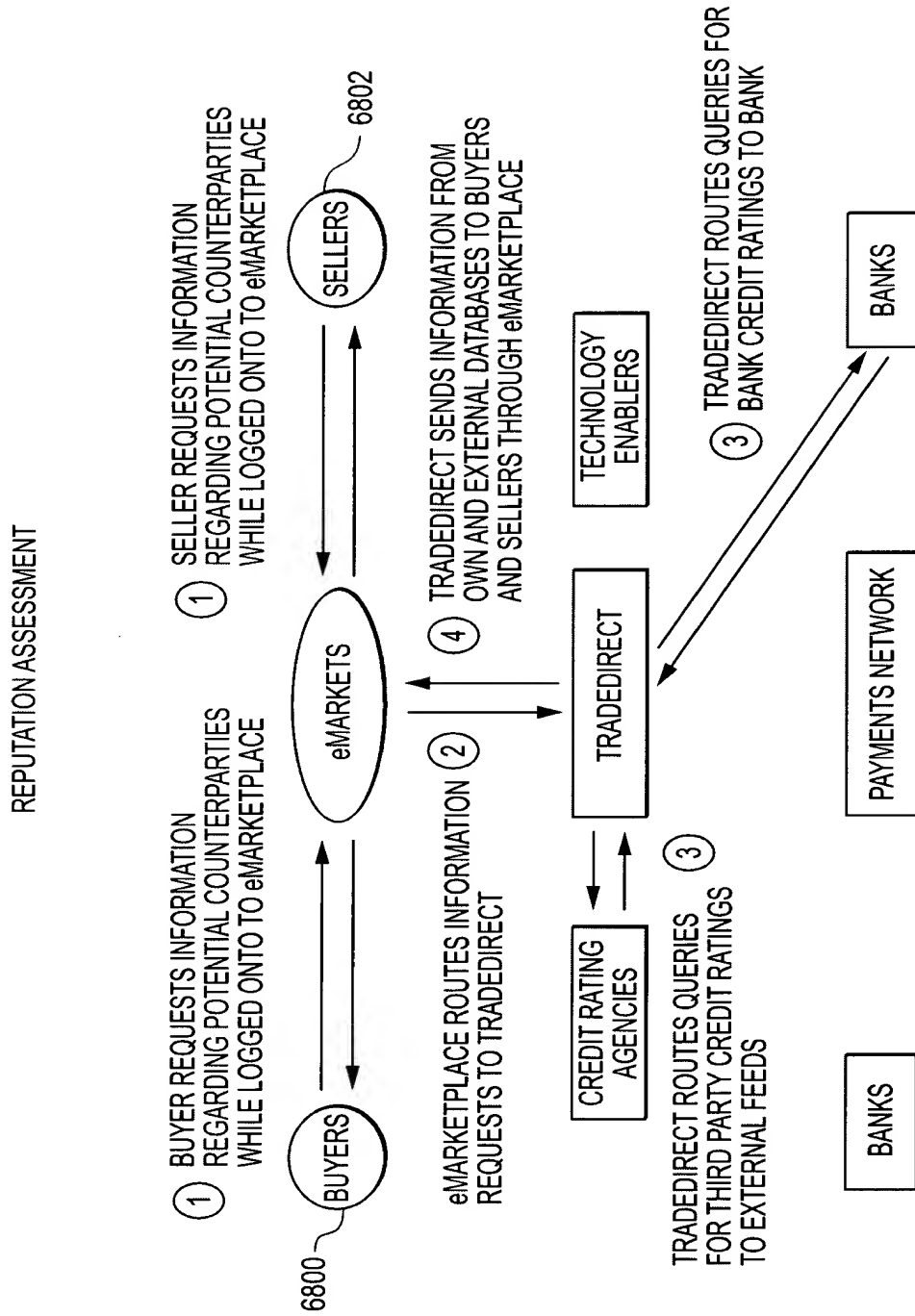
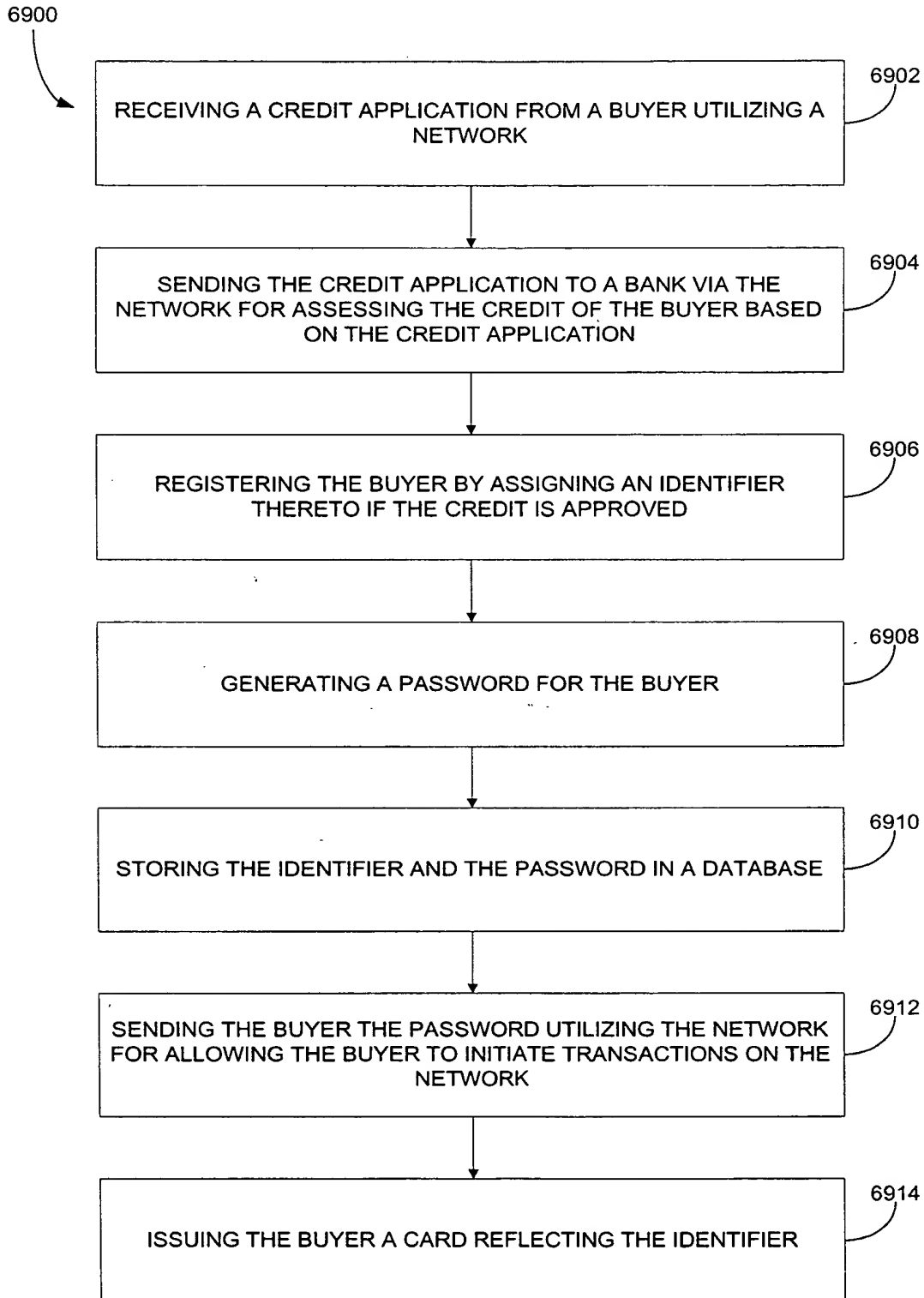


Figure 68



**Figure 69**

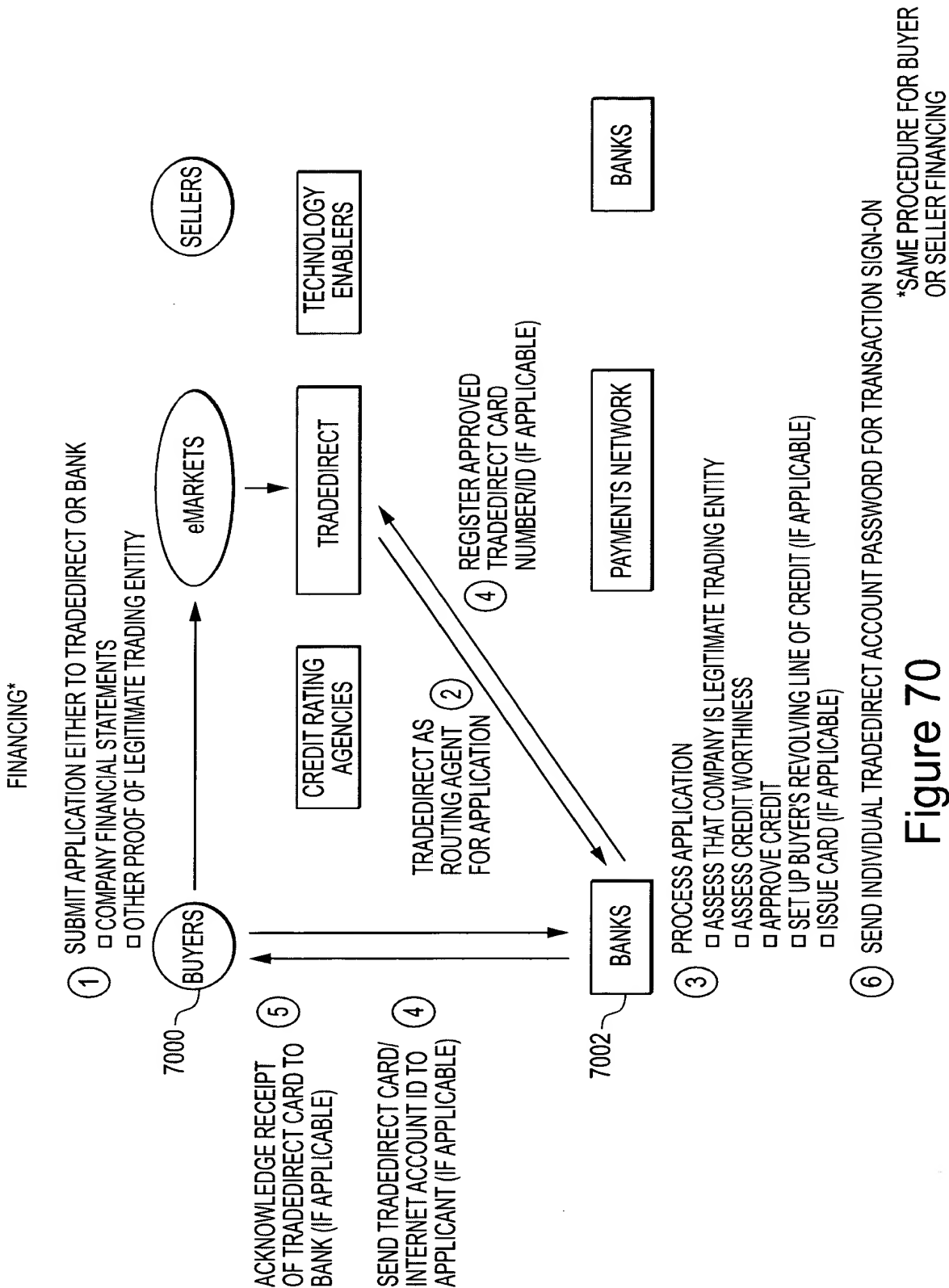


Figure 70



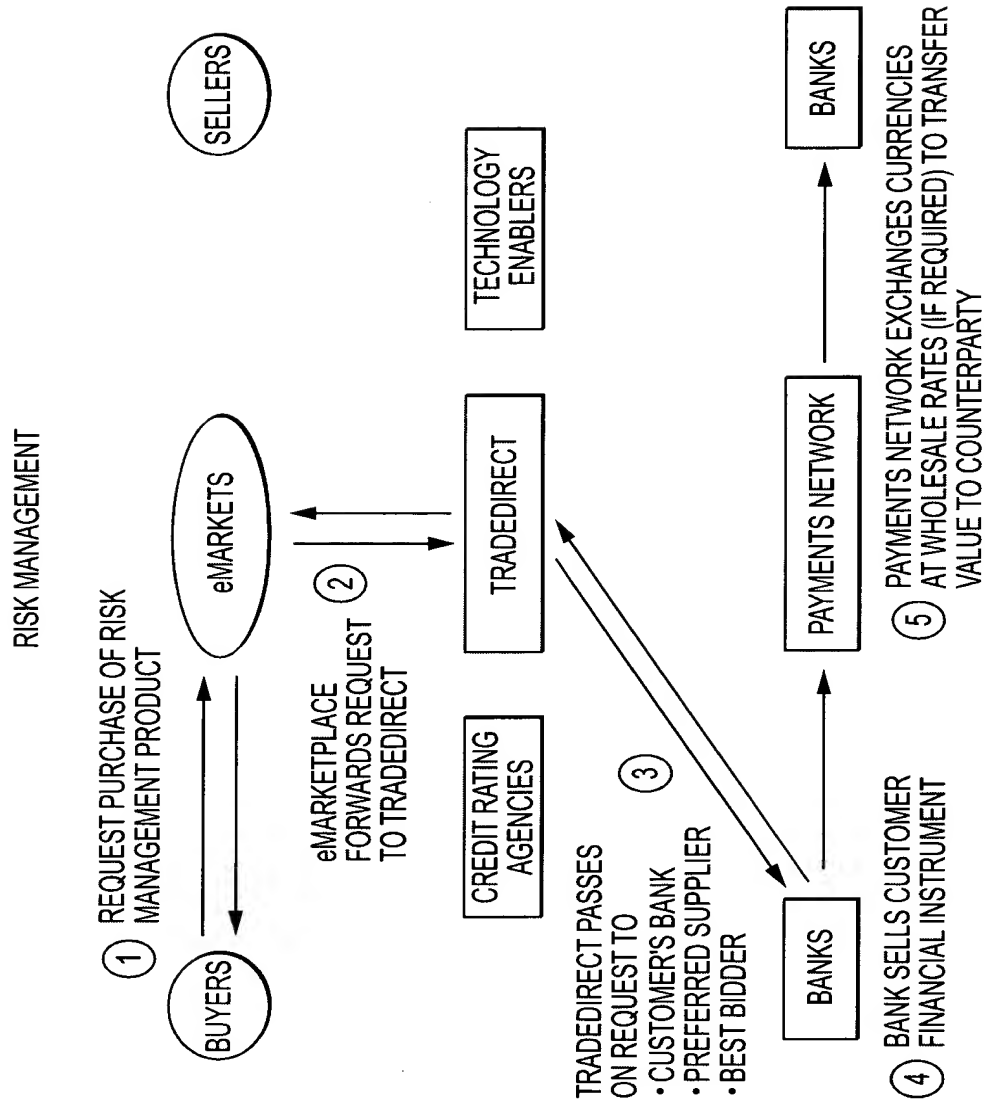
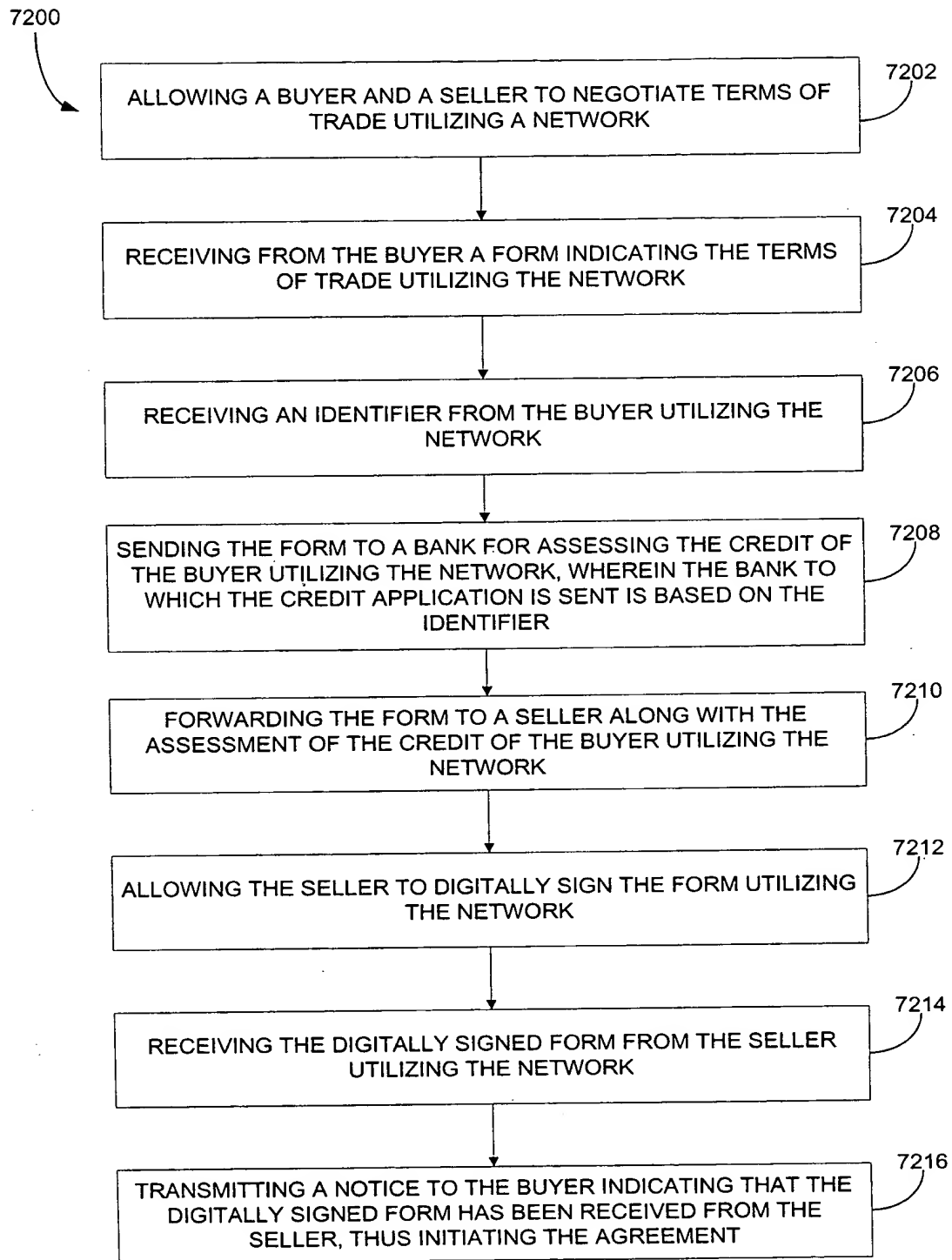


Figure 71



**Figure 72**

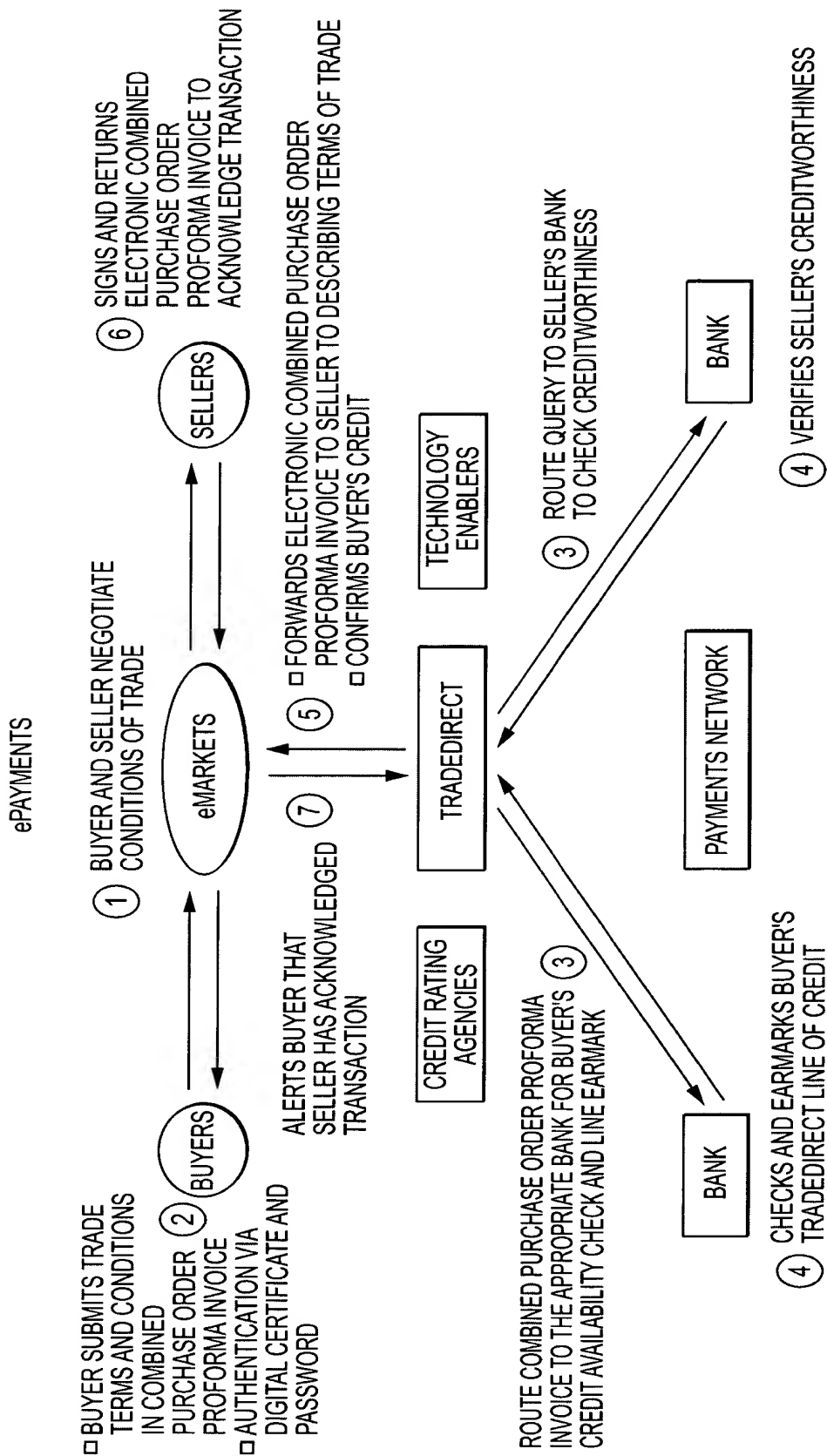
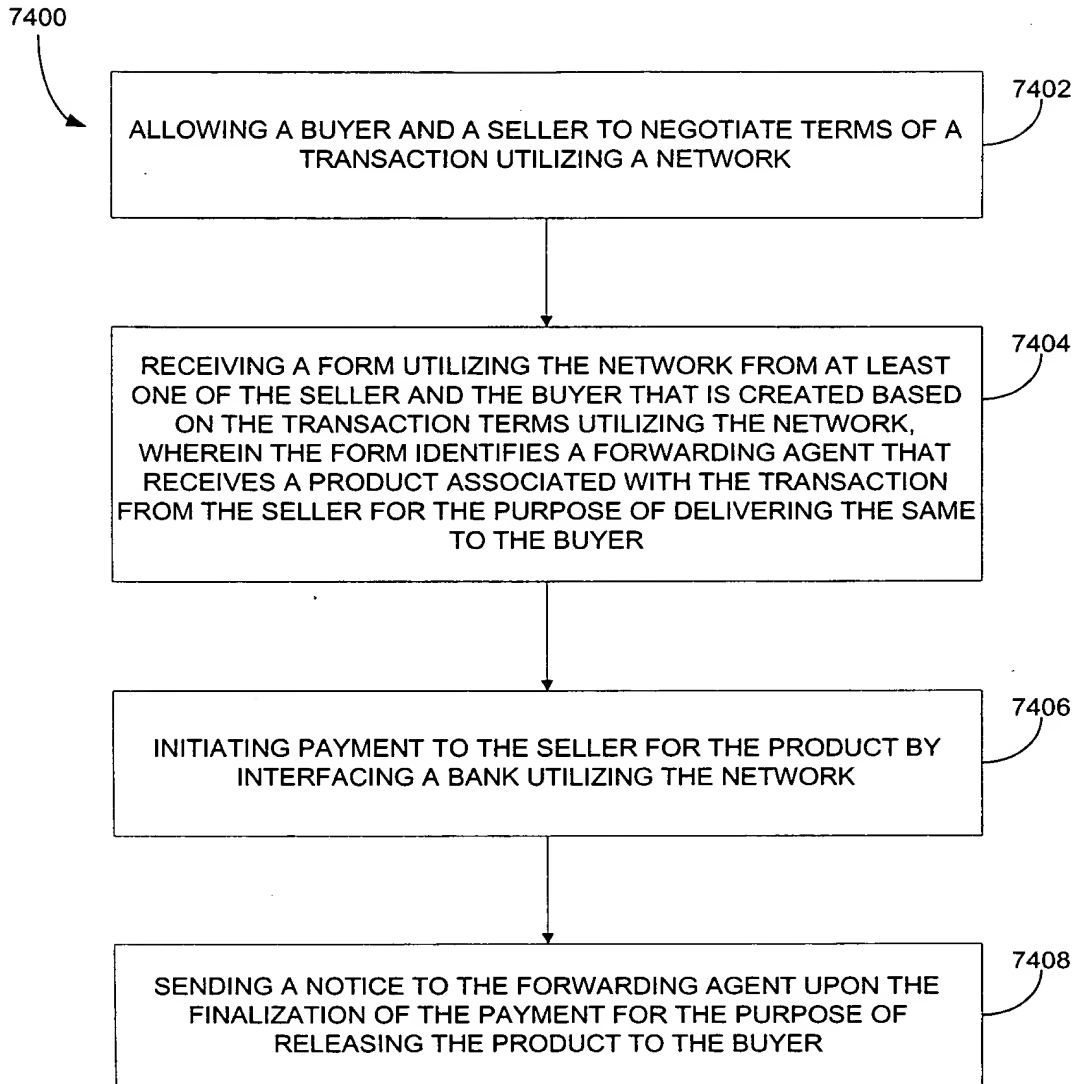
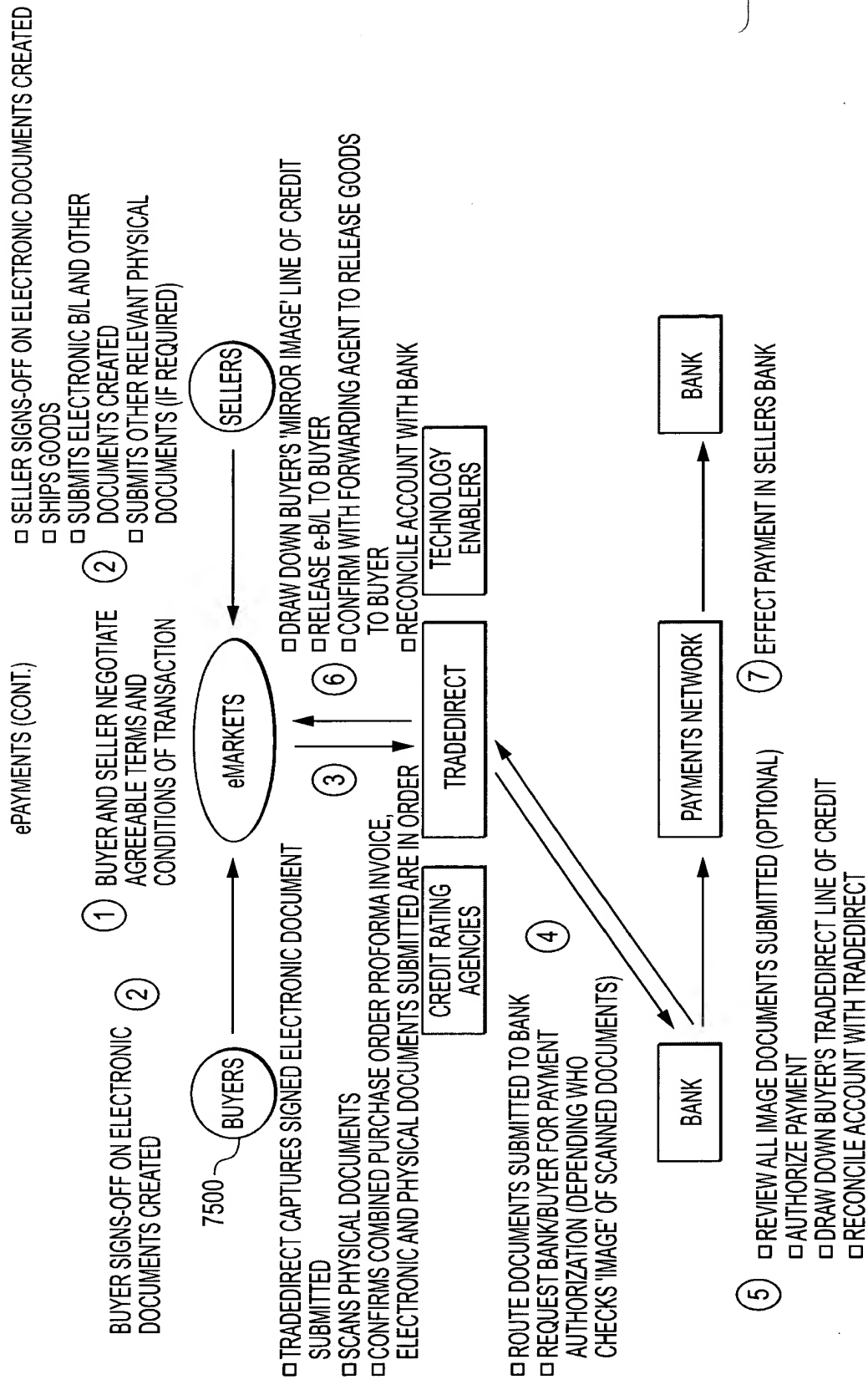


Figure 73



**Figure 74**



## Figure 75

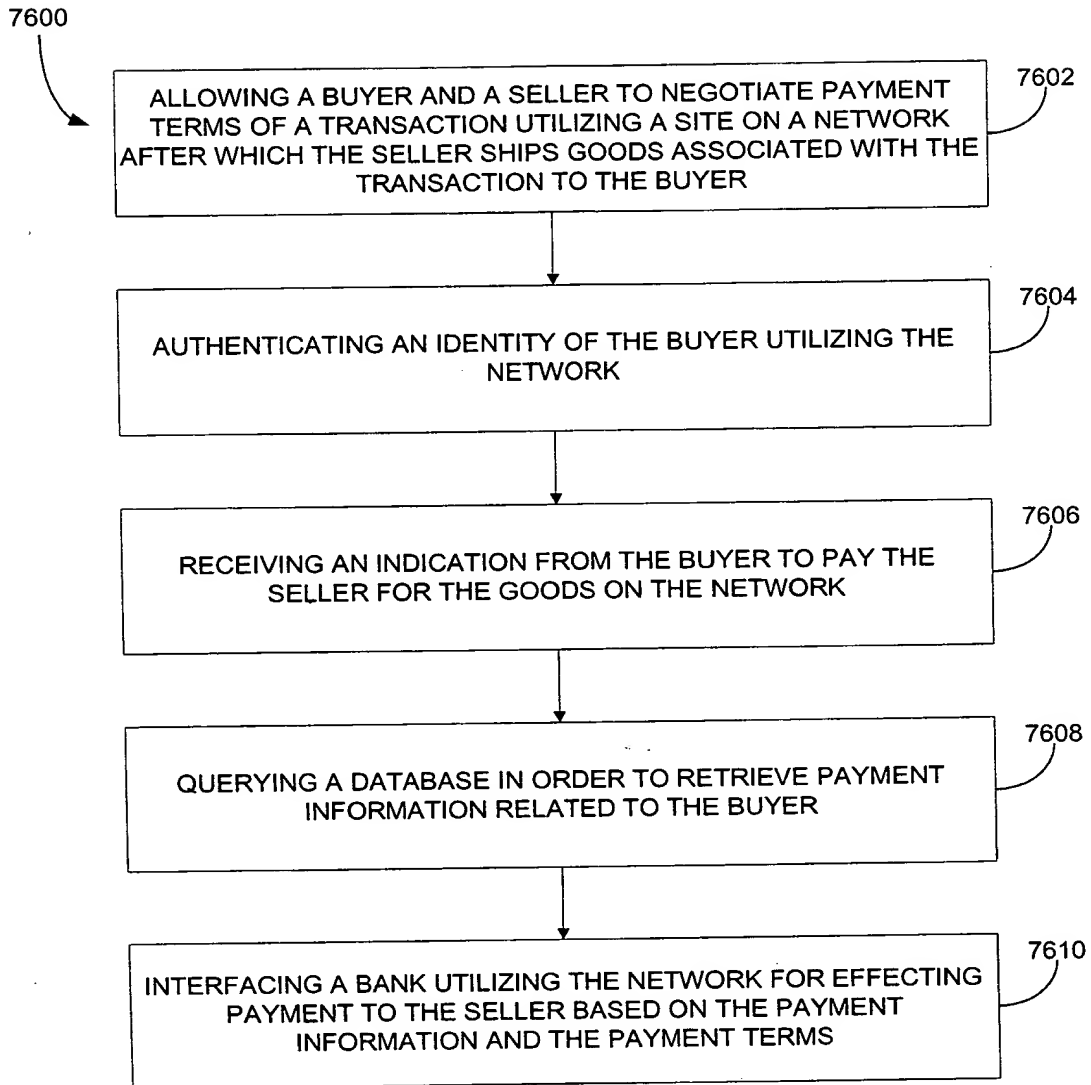


Figure 76

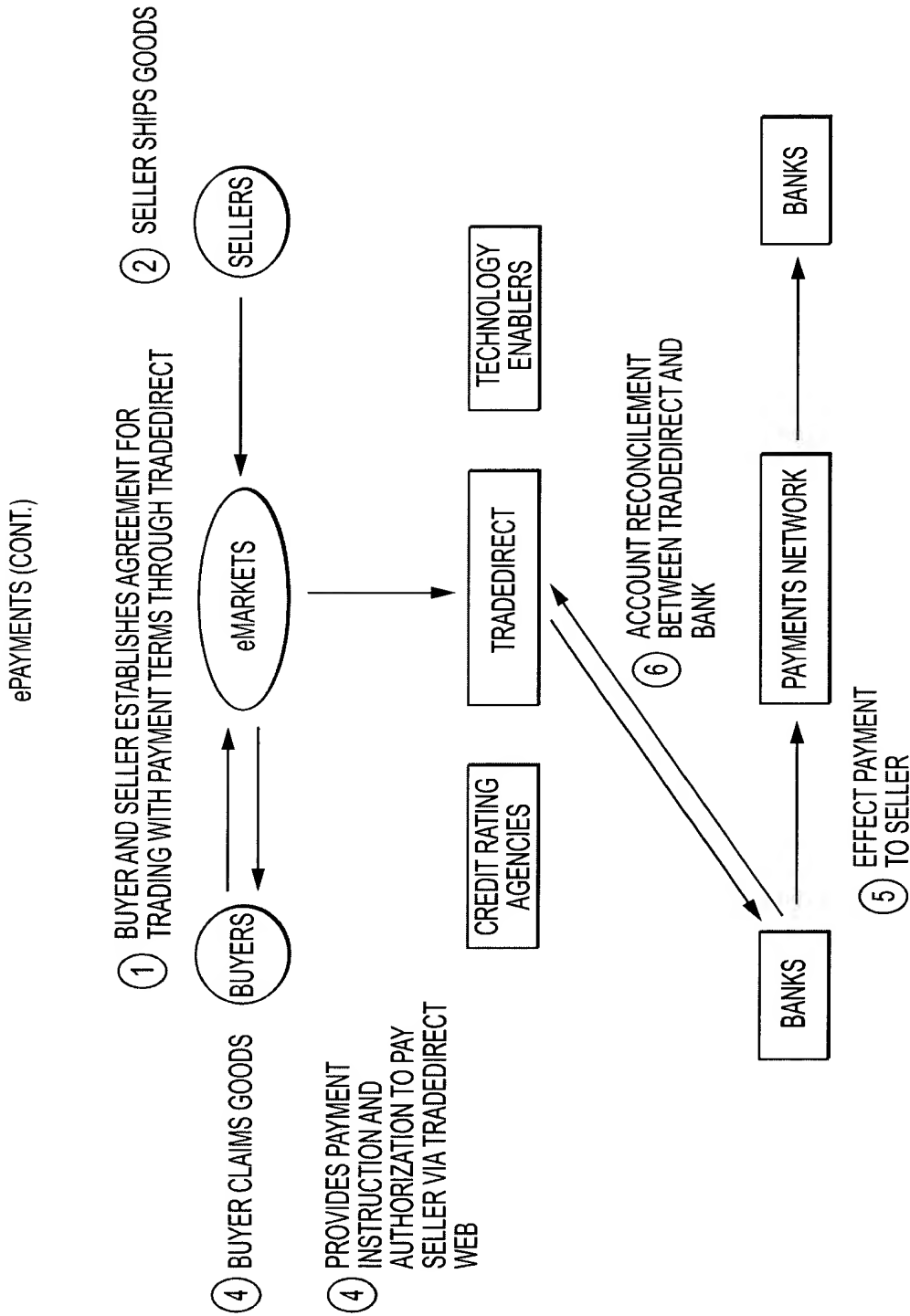


Figure 77

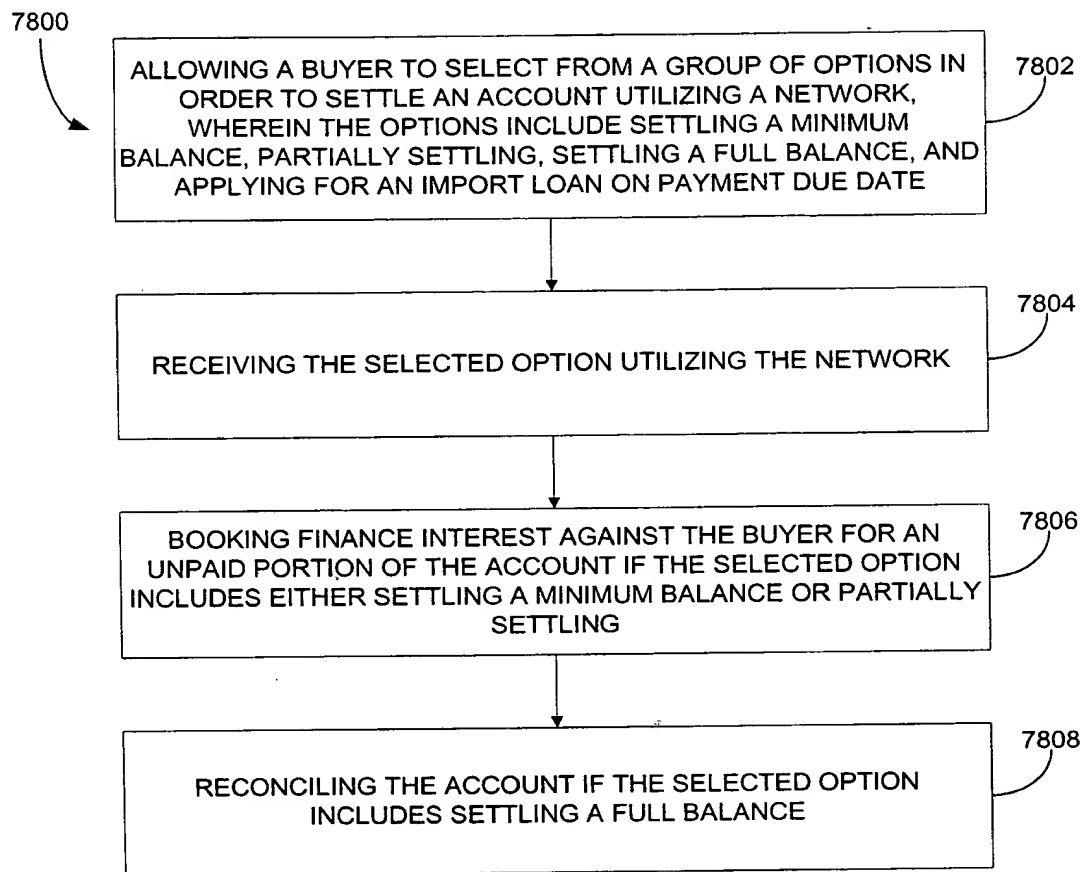
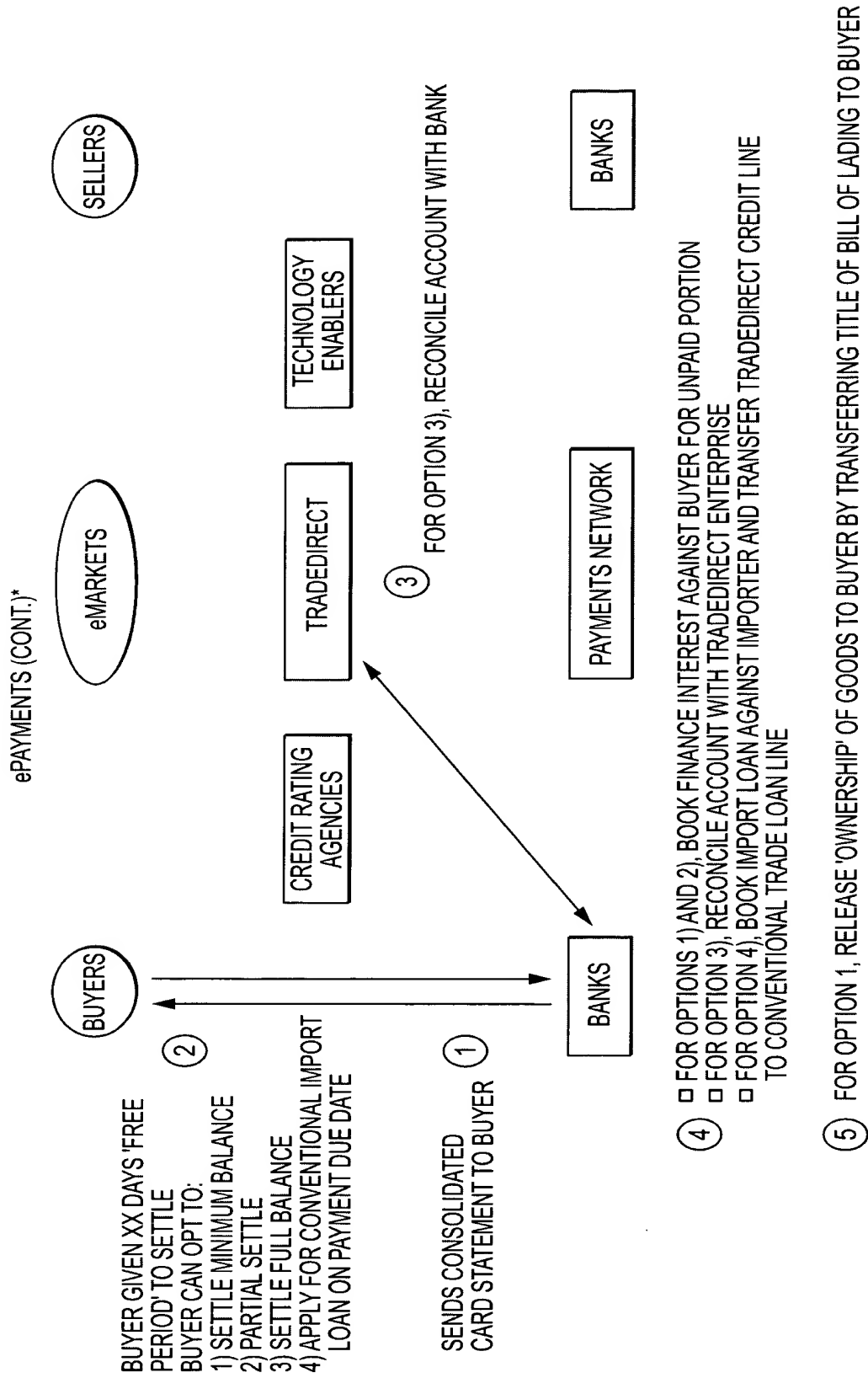


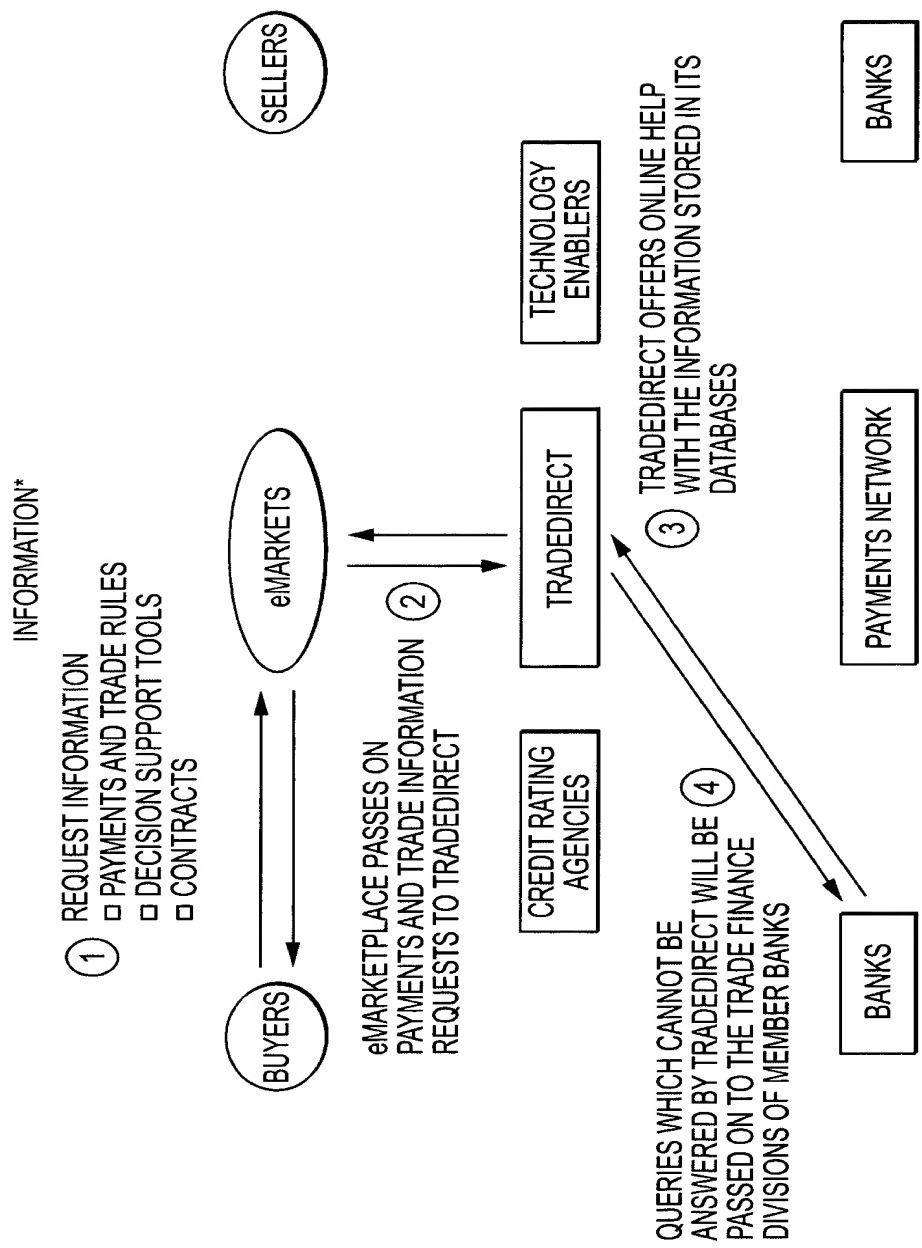
Figure 78





\*SAME FOR BUYER OR SELLER

Figure 79



\*: SAME FOR BUYER OR SELLER

Figure 80

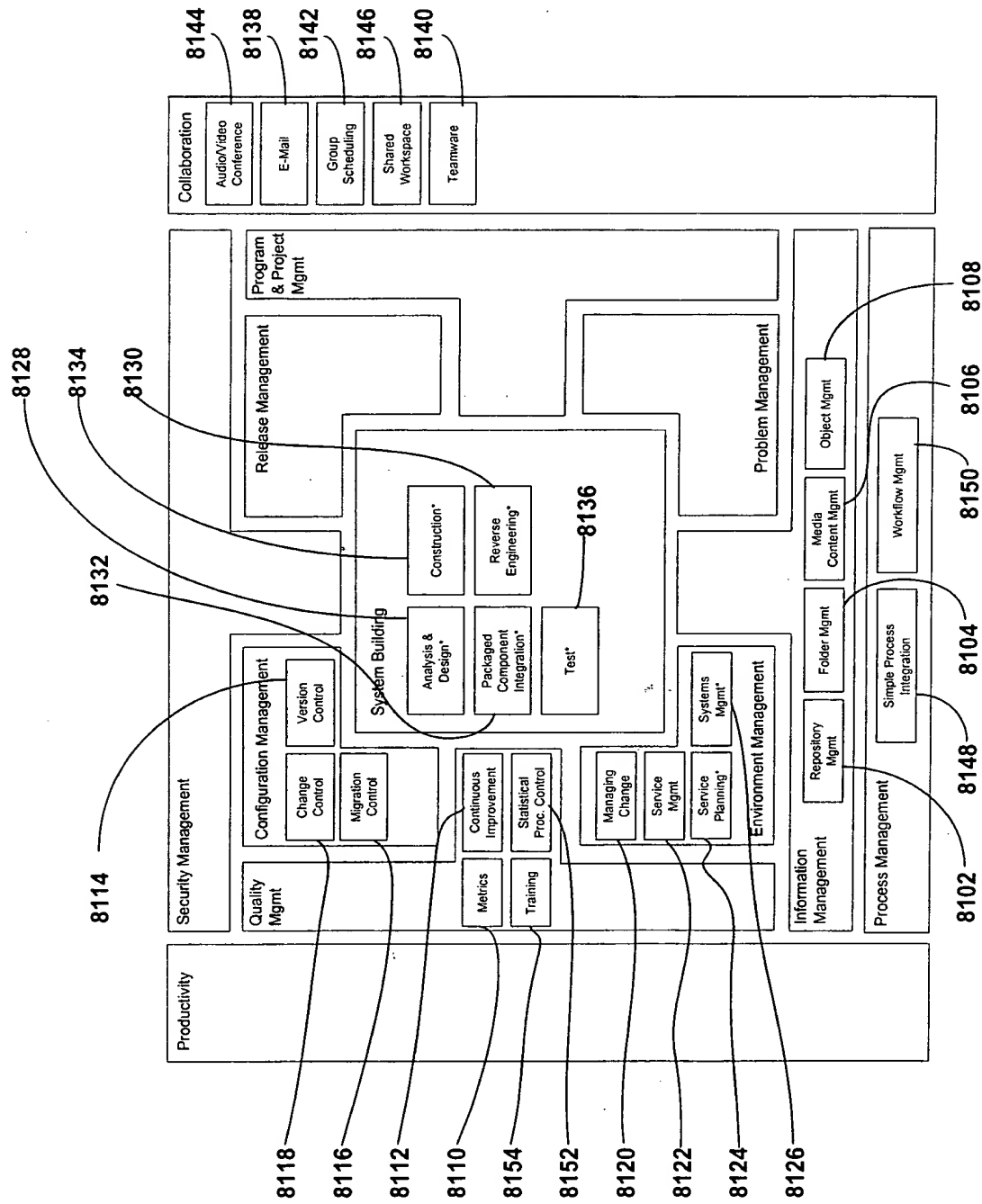


Figure 81

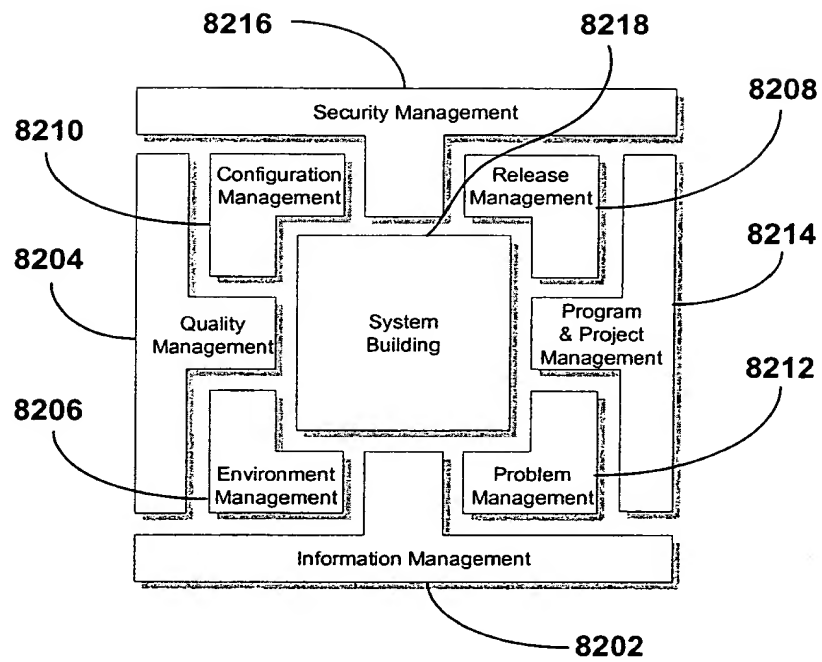


Figure 82

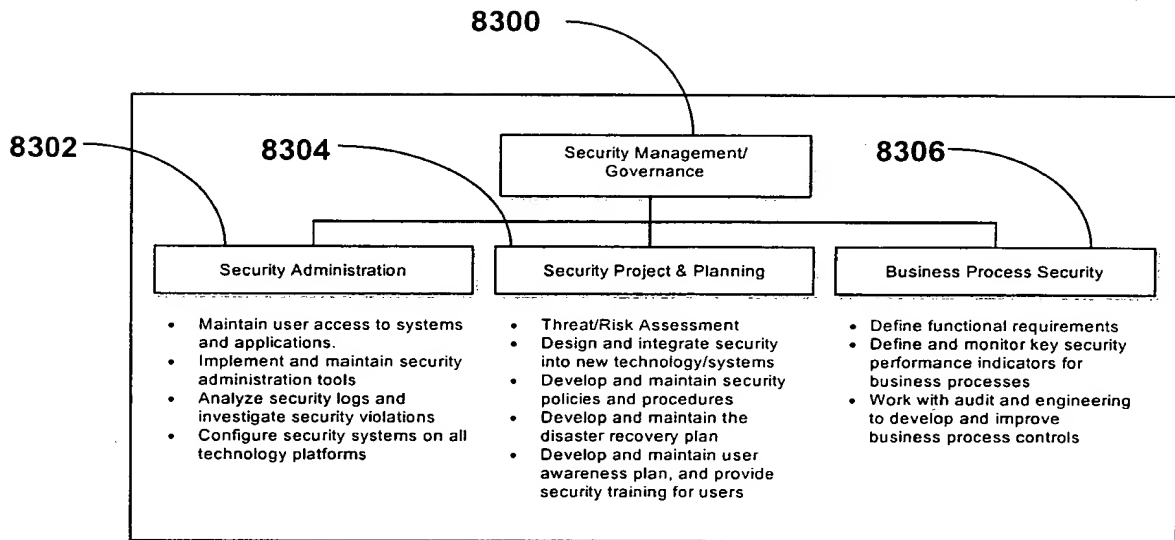


Figure 83

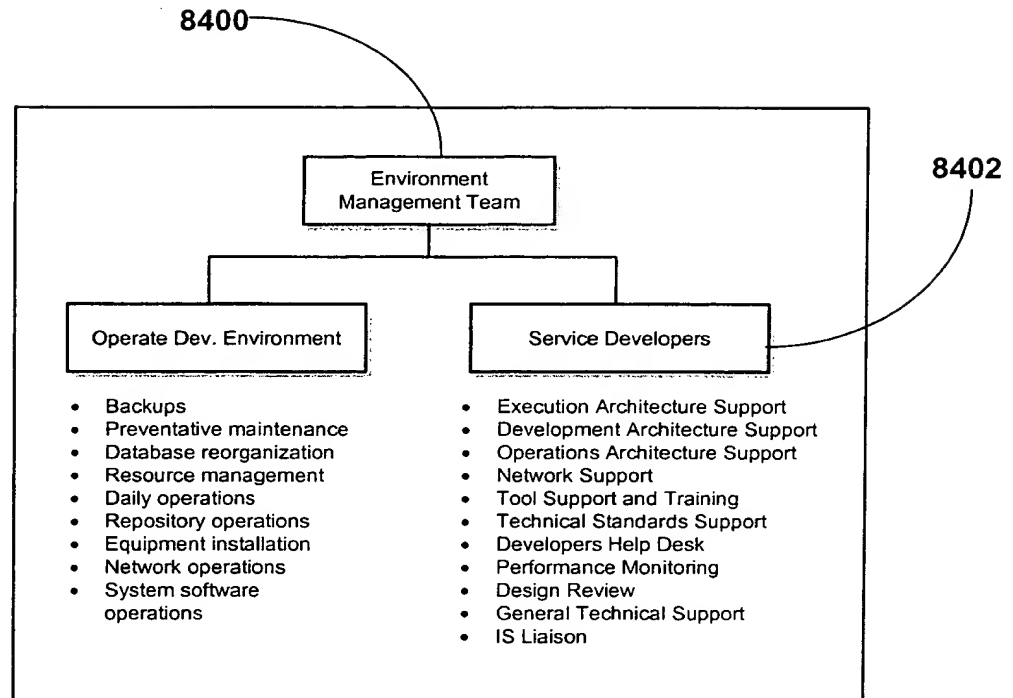
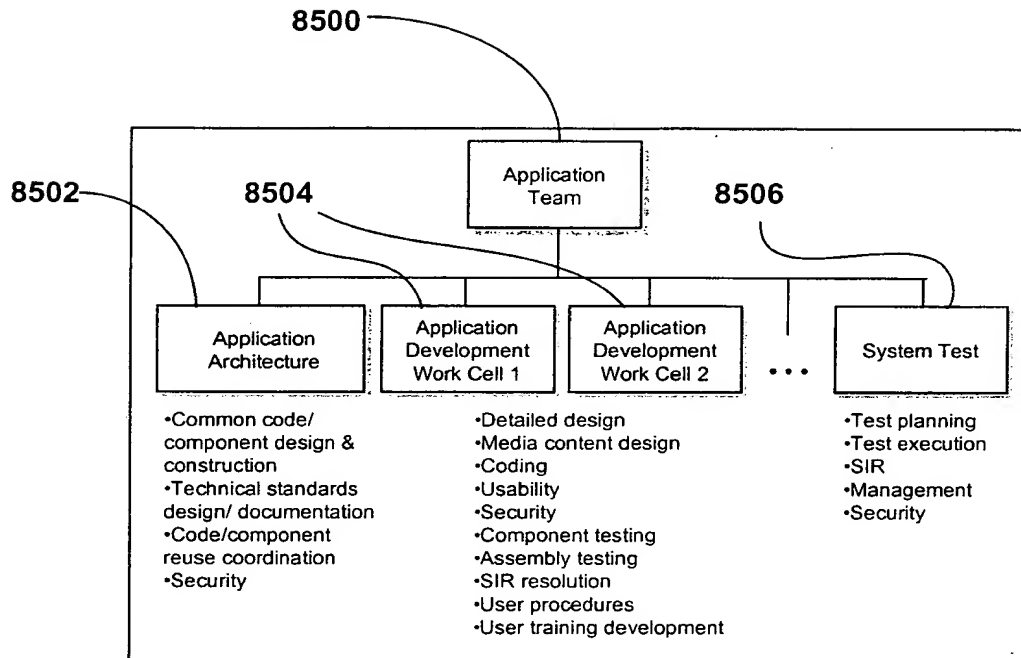


Figure 84



**Figure 85**

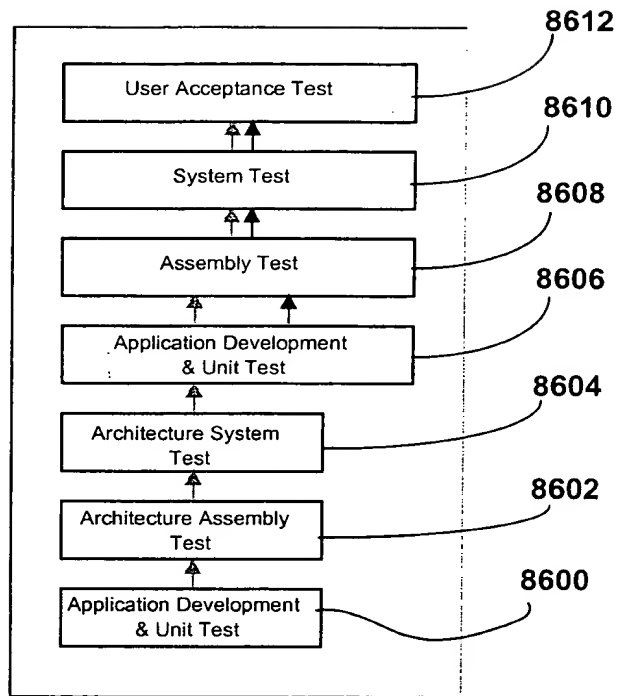
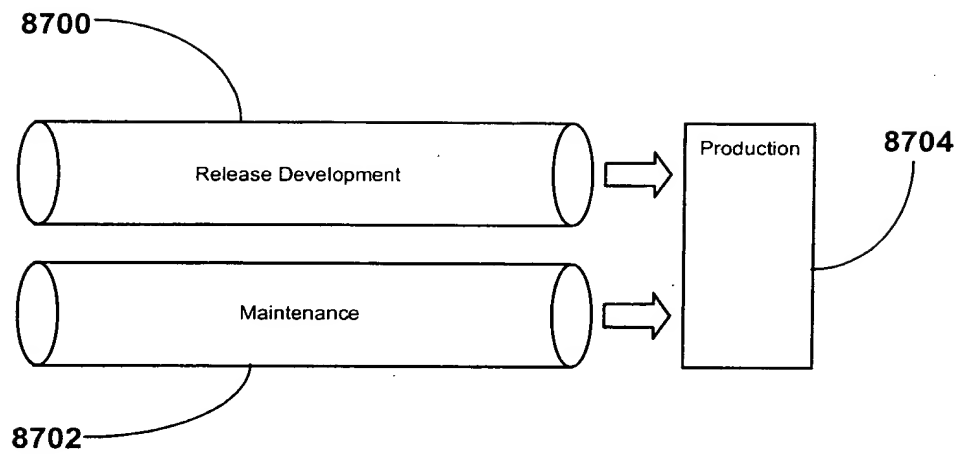


Figure 86





**Figure 87**

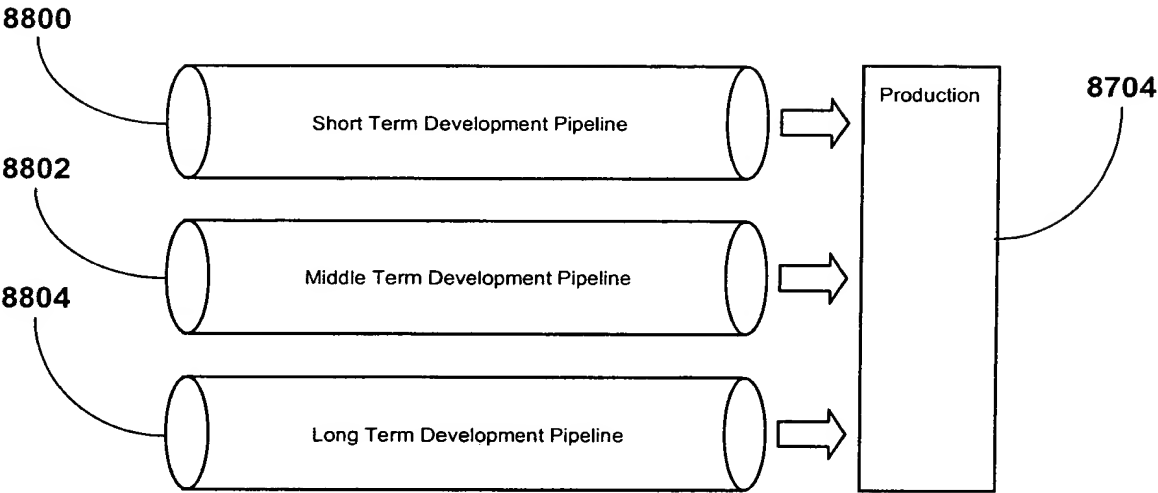


Figure 88

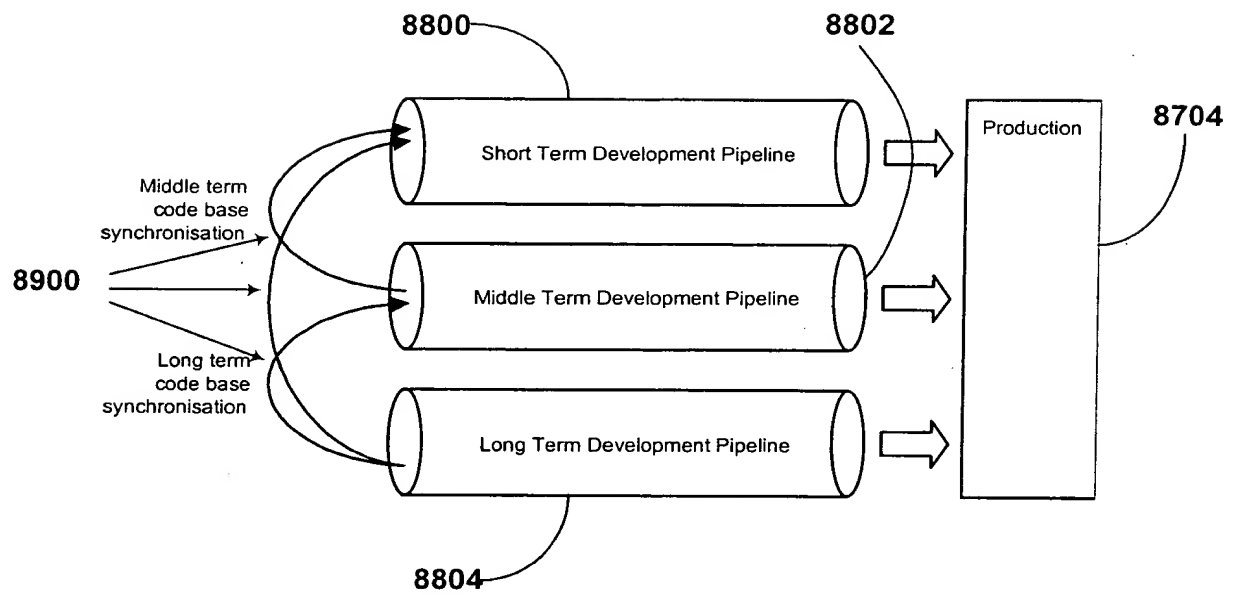


Figure 89

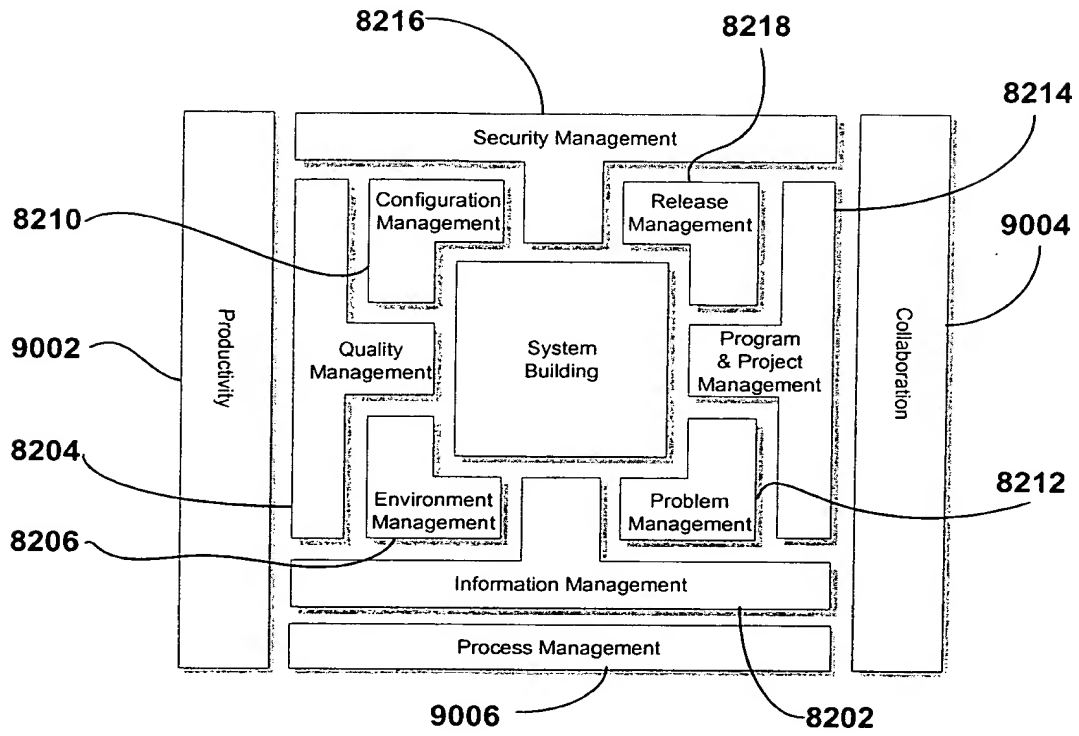
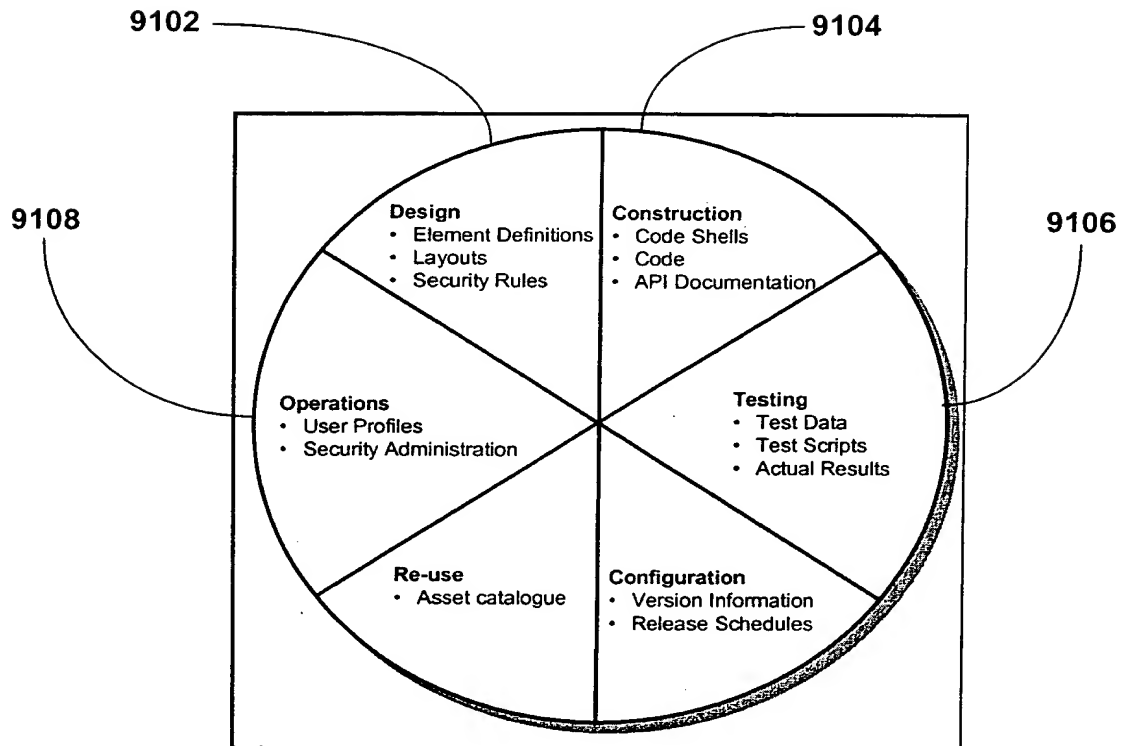


Figure 90



**Figure 91**

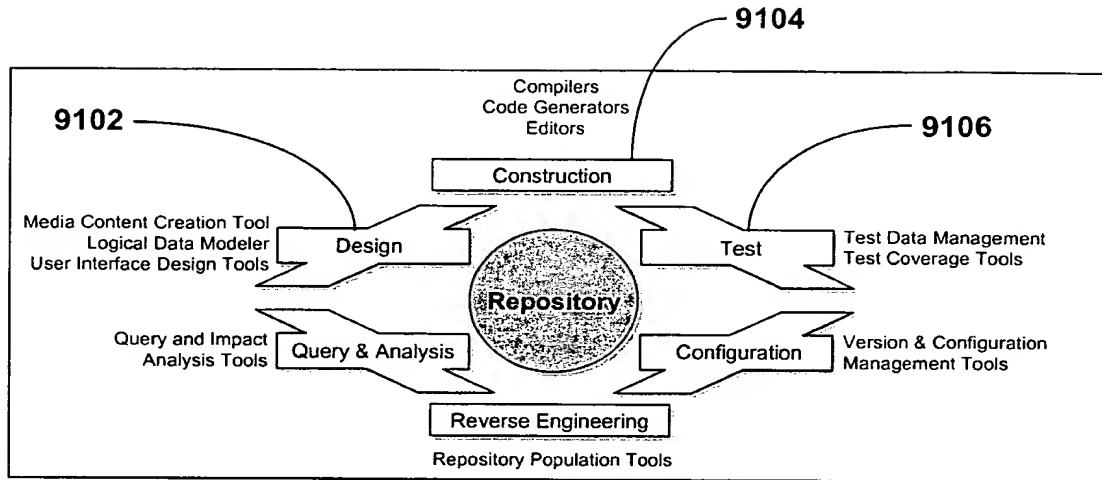


Figure 92



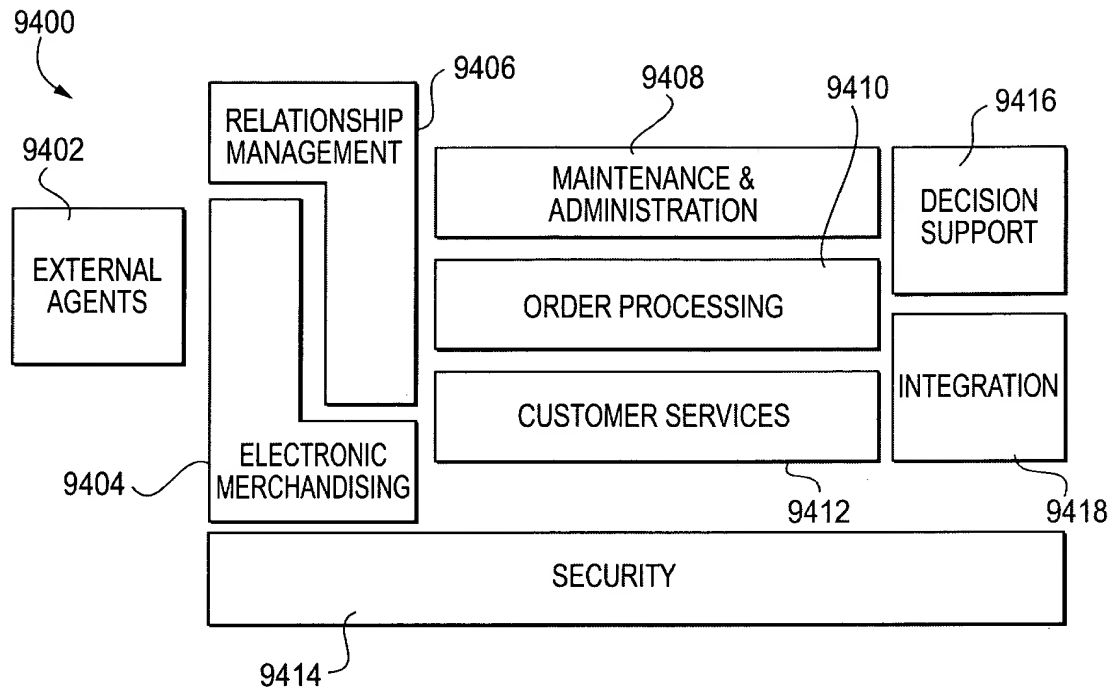


Figure 94

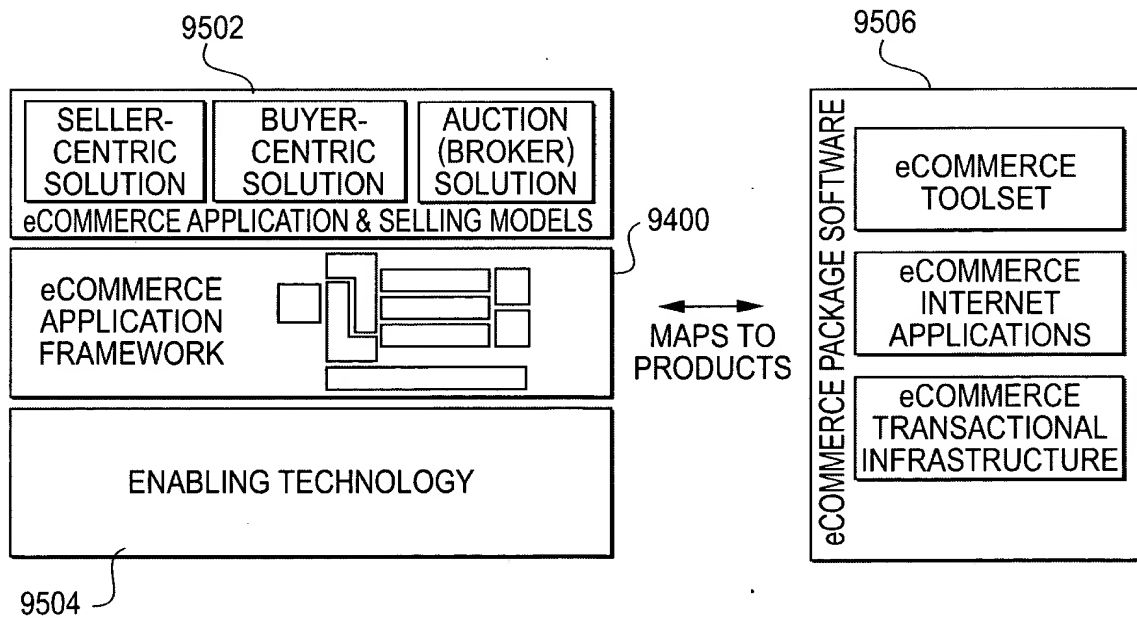


Figure 95



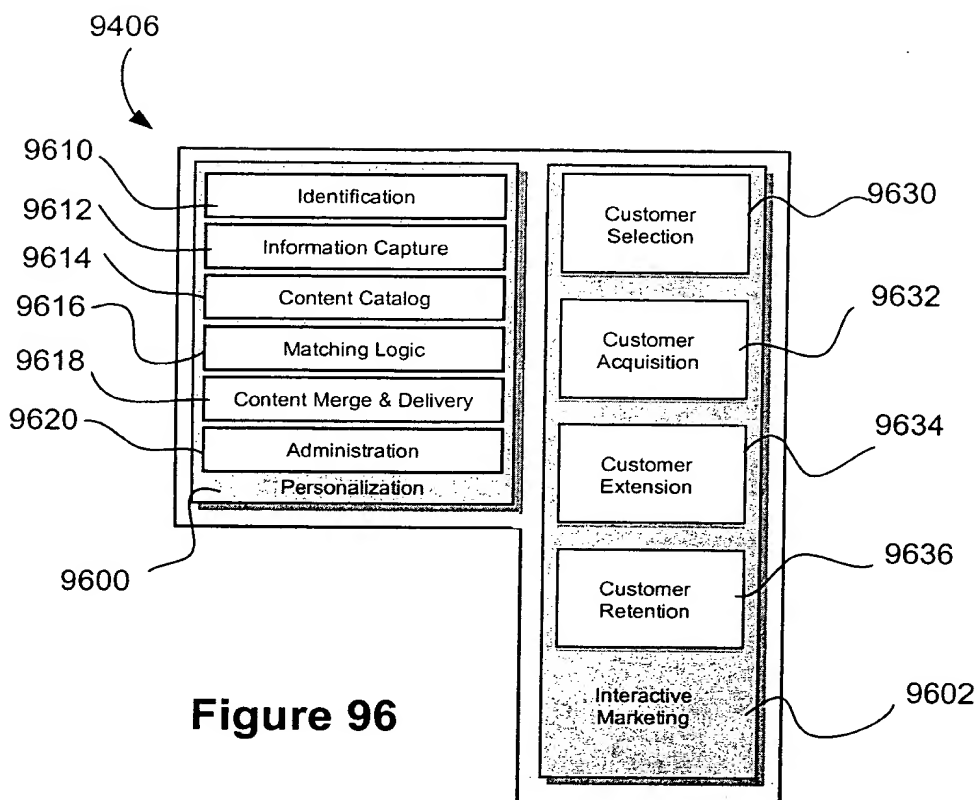


Figure 96

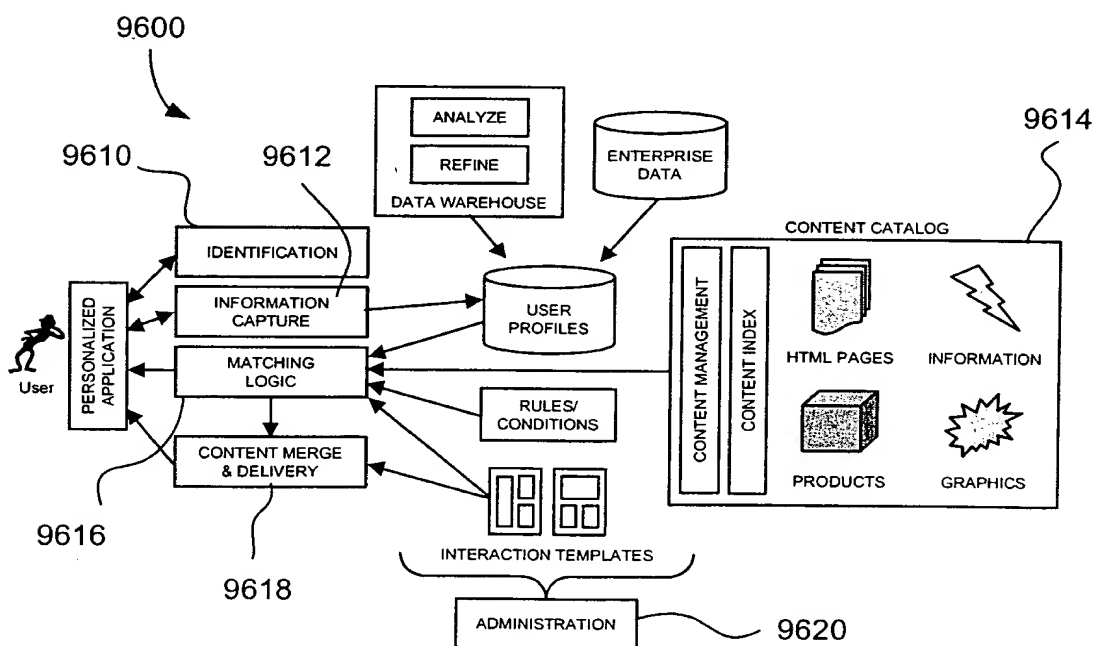


Figure 97

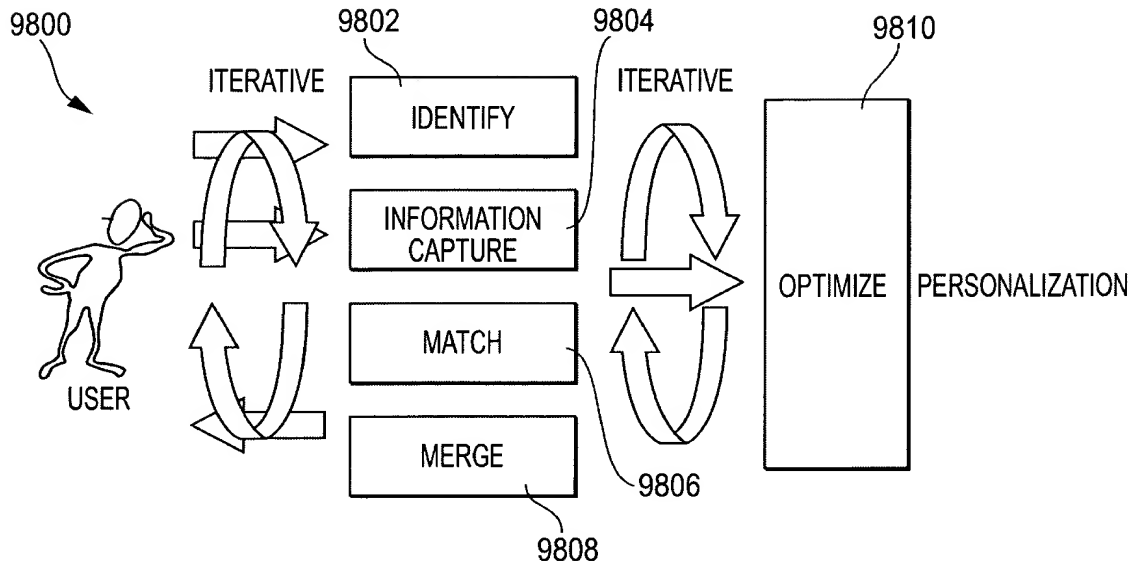


Figure 98

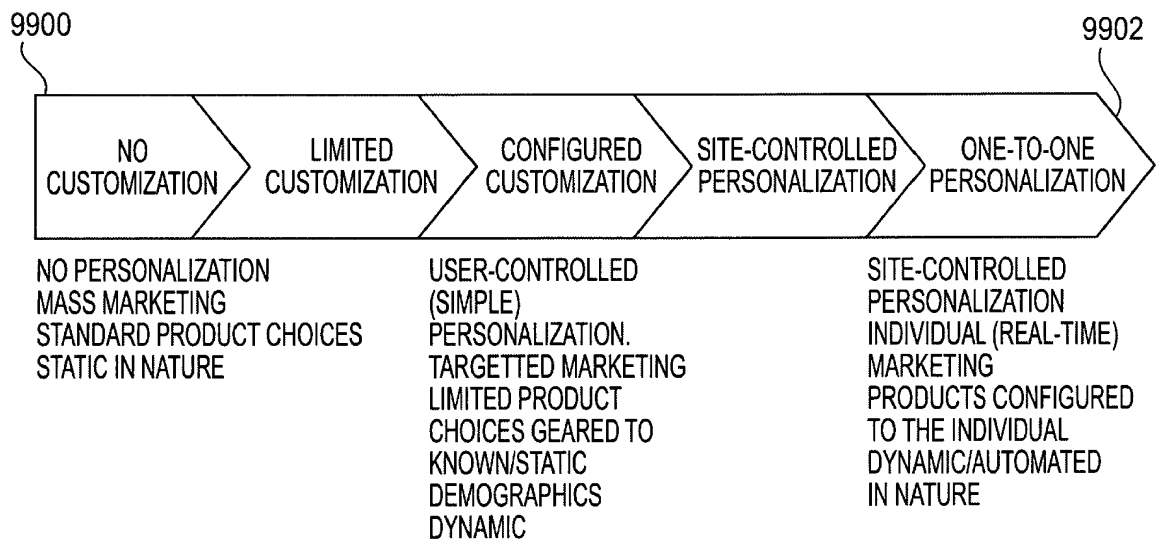


Figure 99

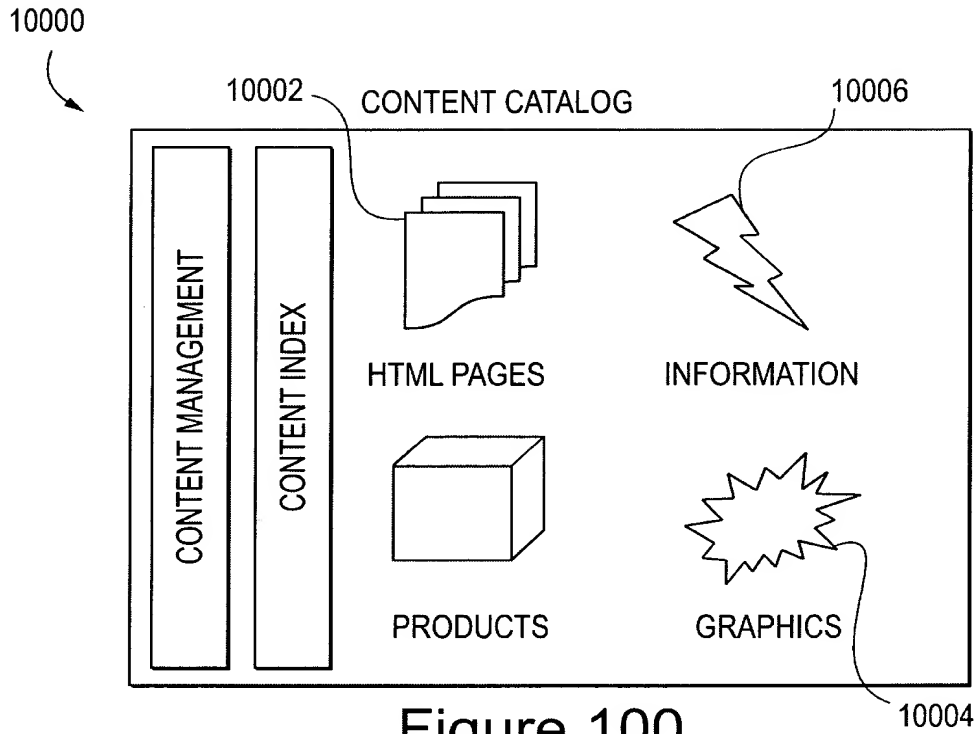


Figure 100

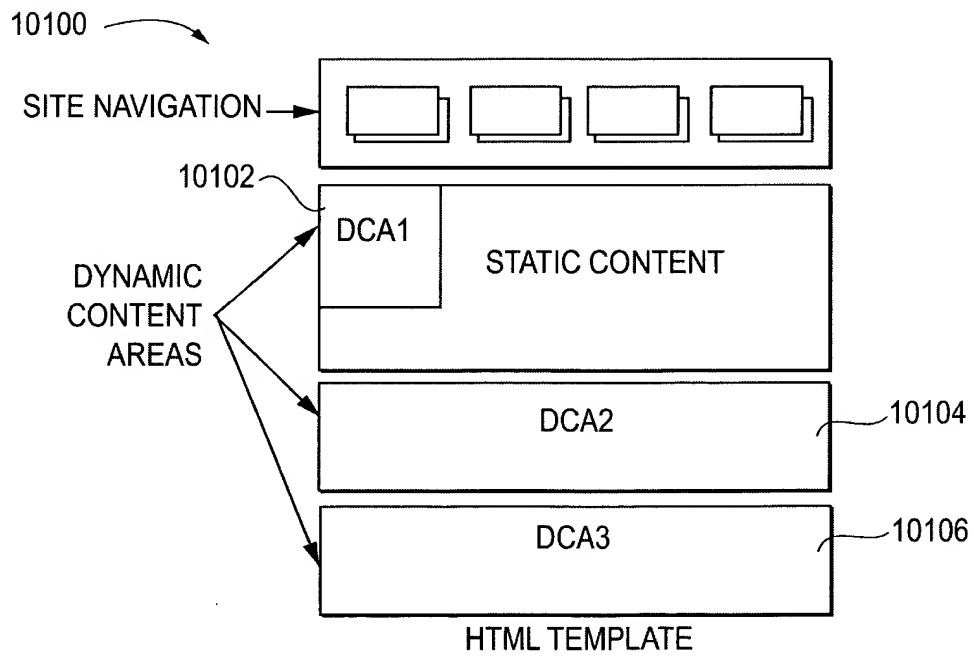
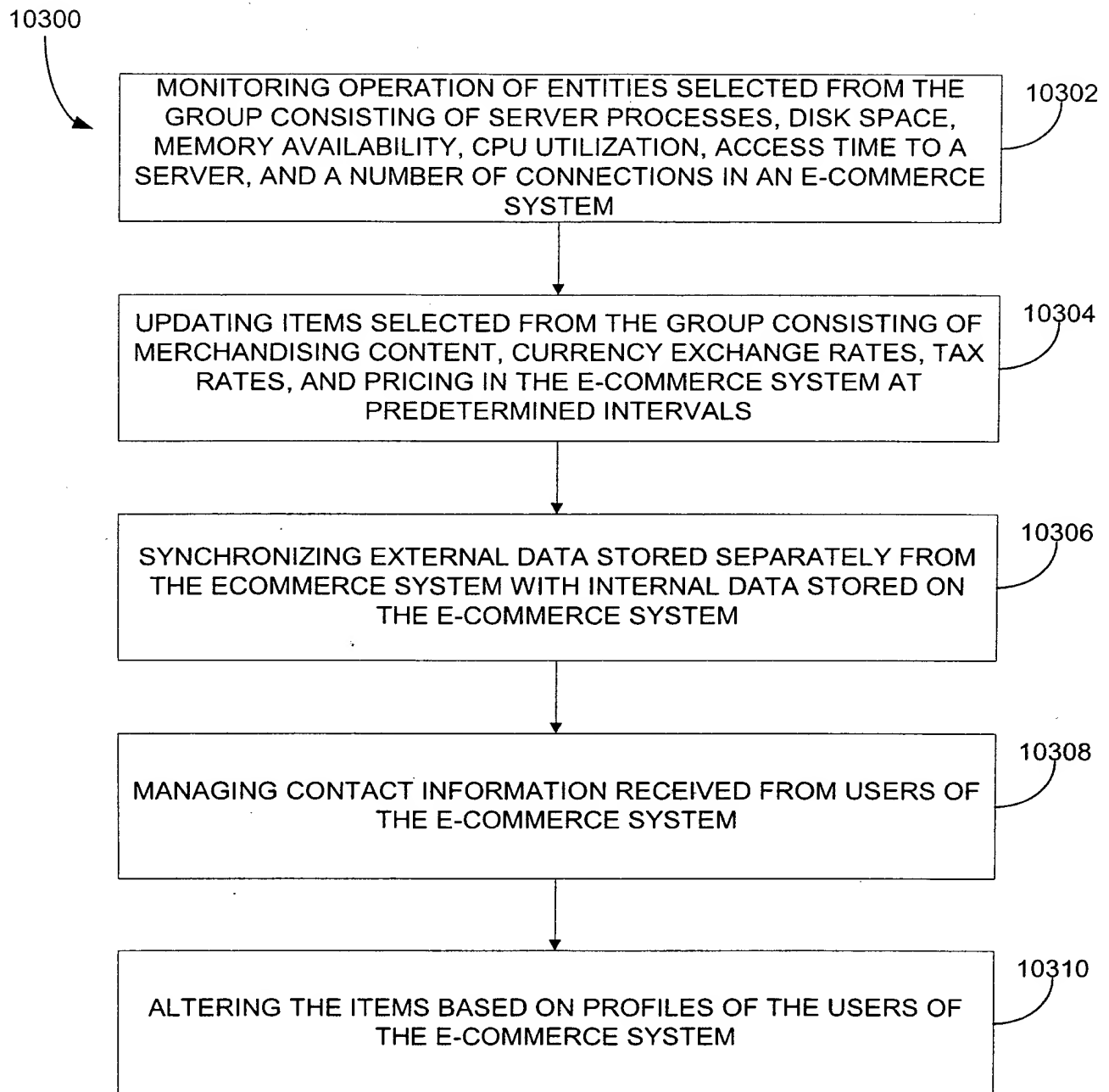
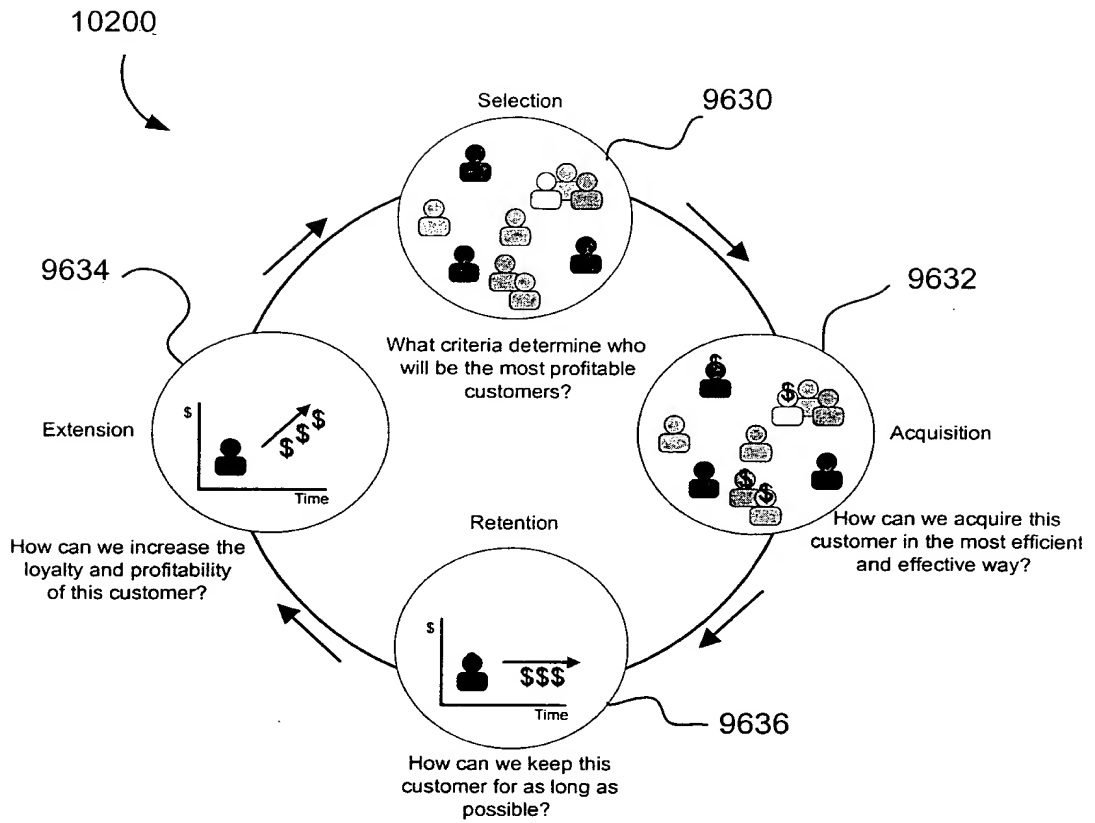


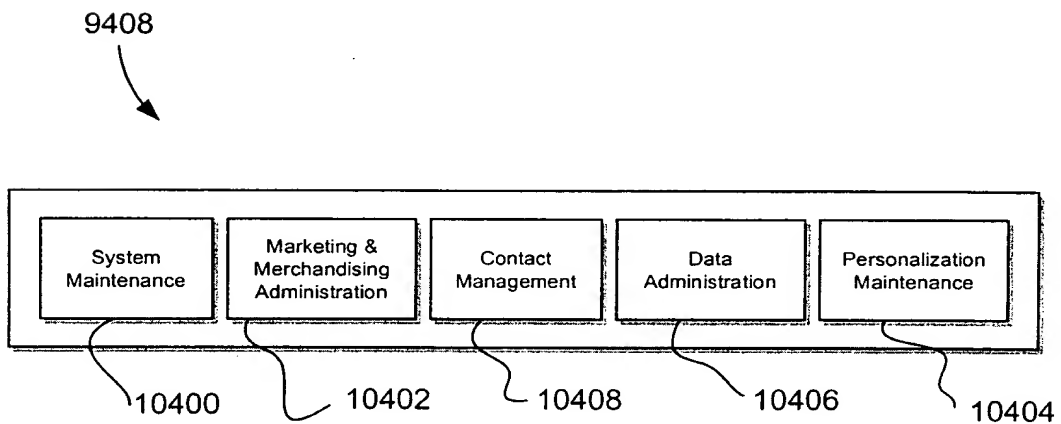
Figure 101



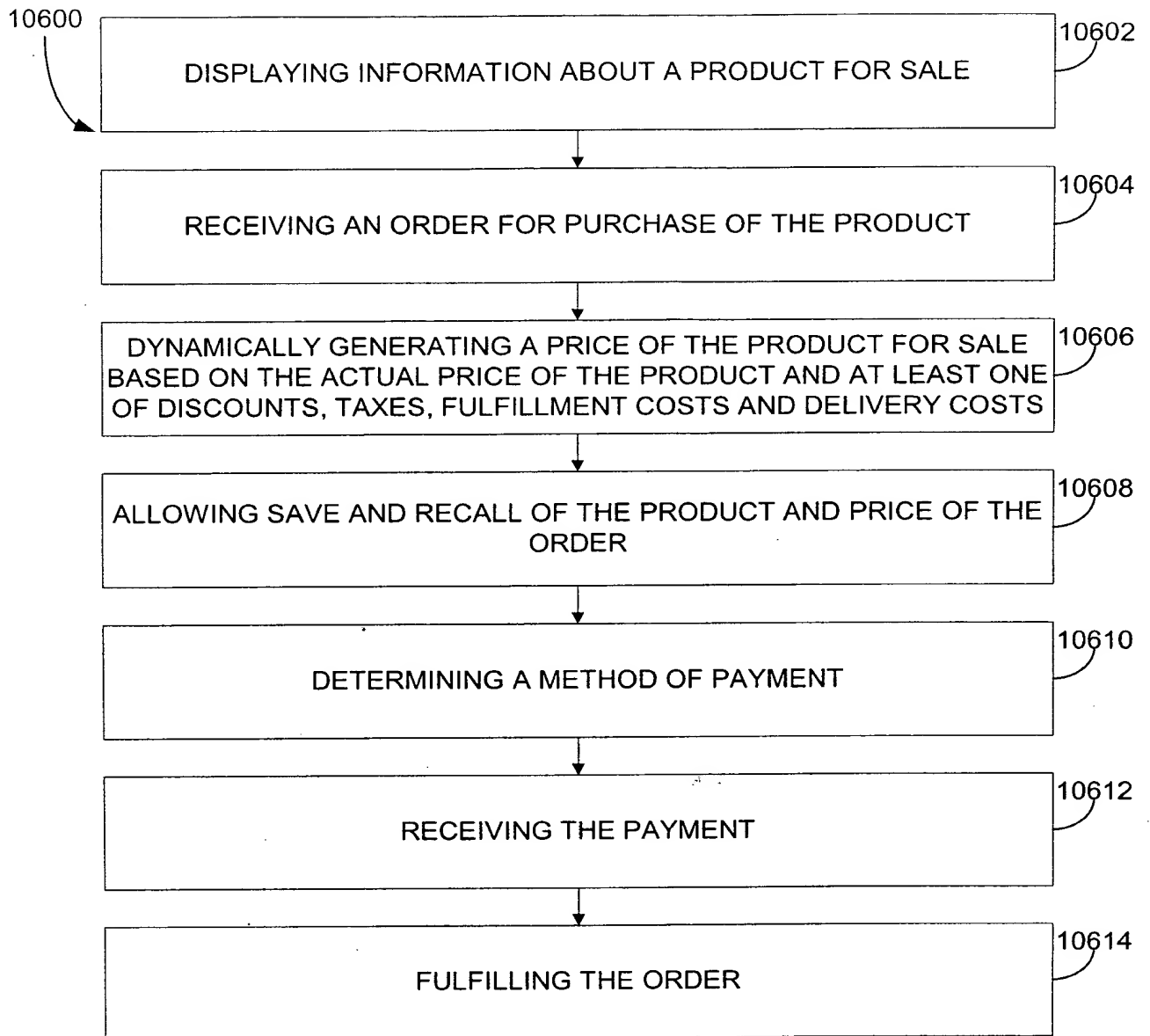
**Figure 103**



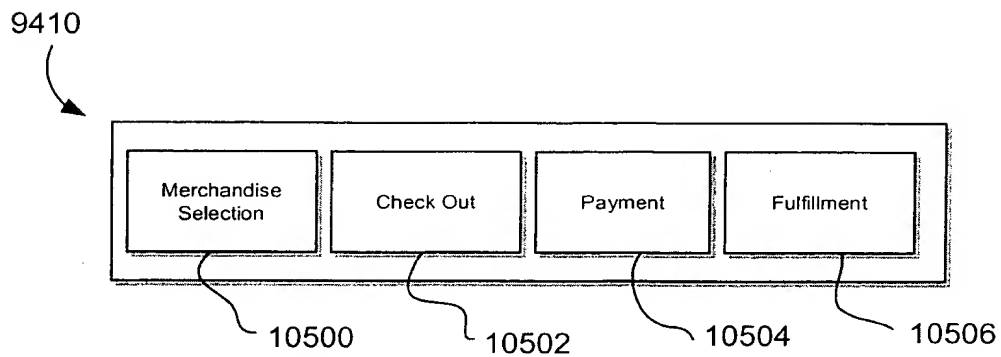
**Figure 102**



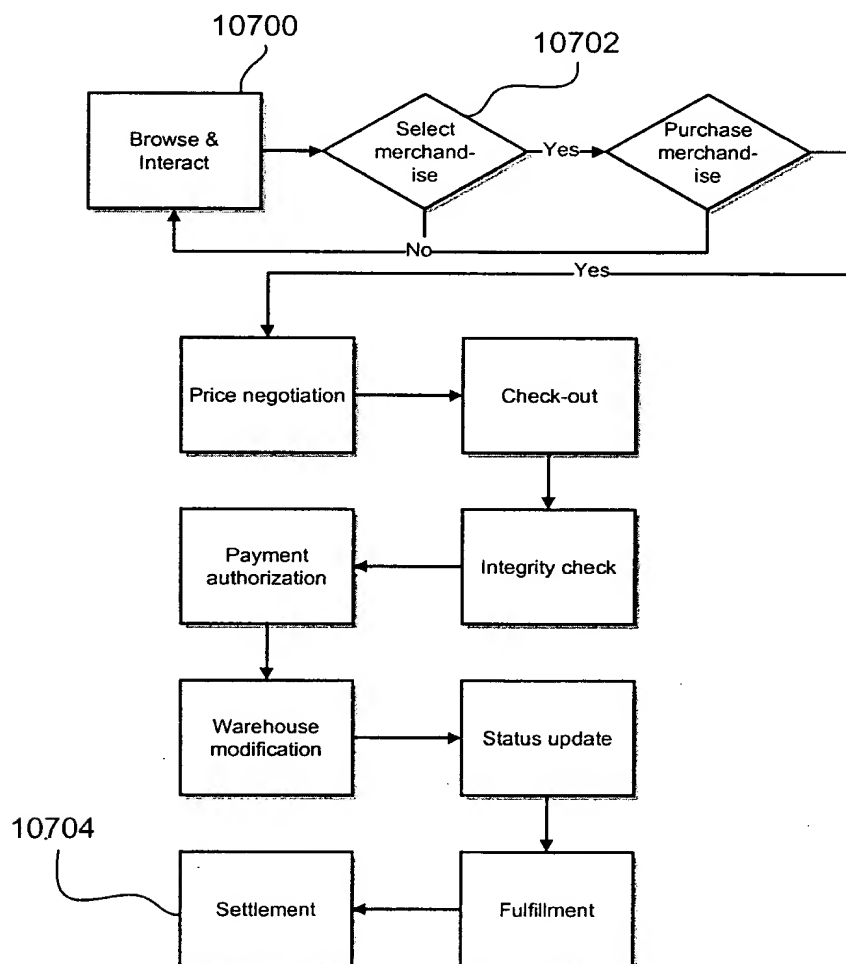
**Figure 104**



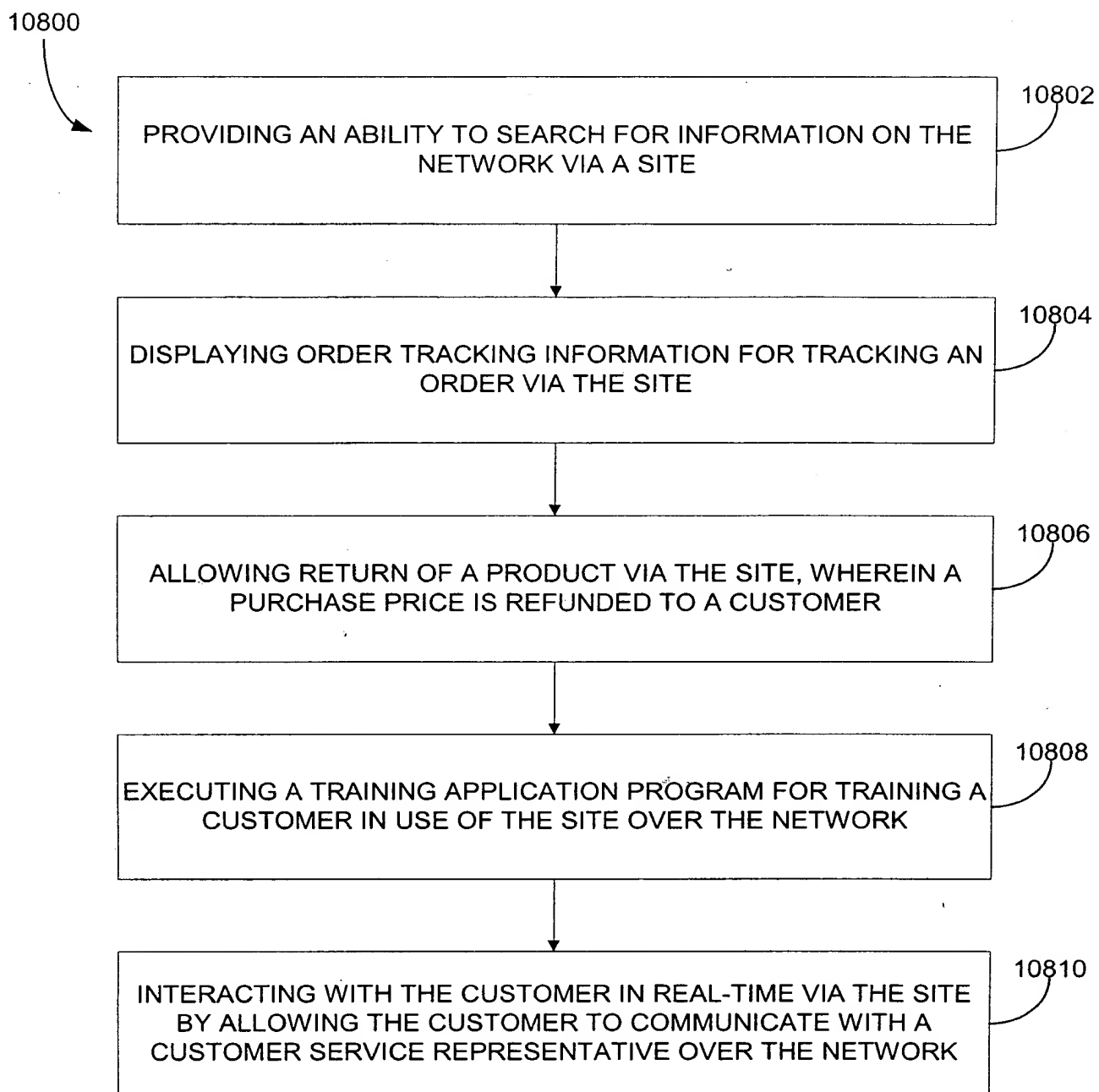
**Figure 106**



**Figure 105**



**Figure 107**



**Figure 108**



9412

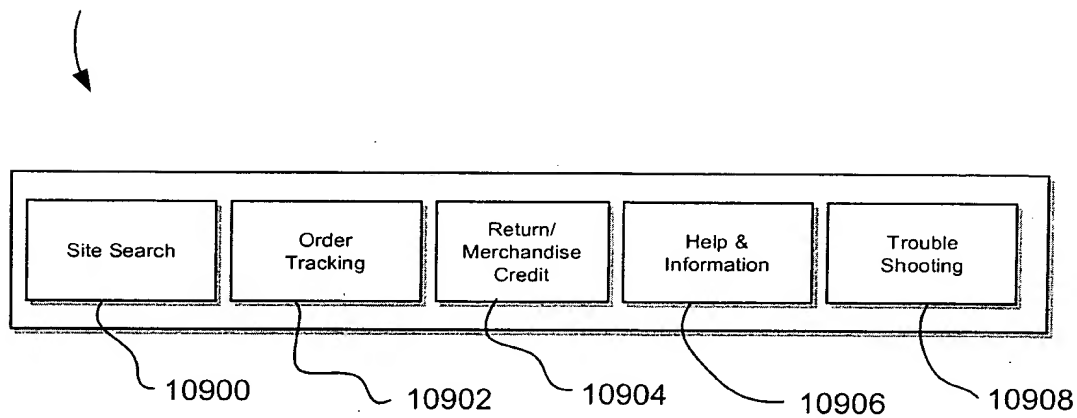


Figure 109

9414

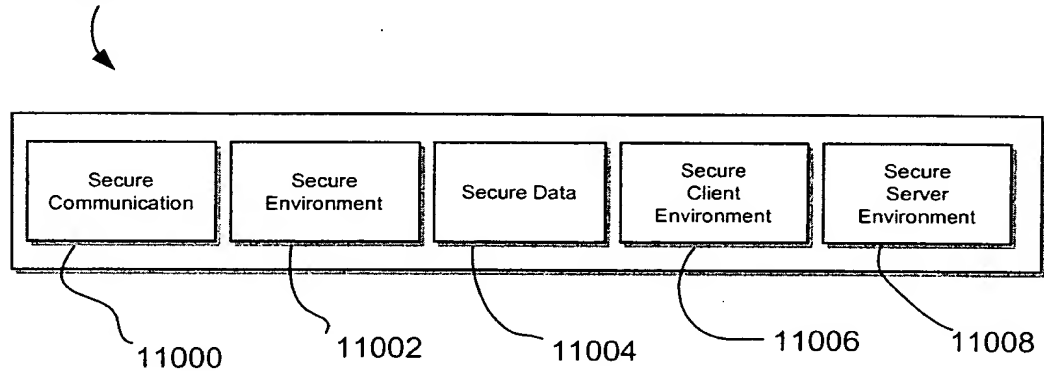
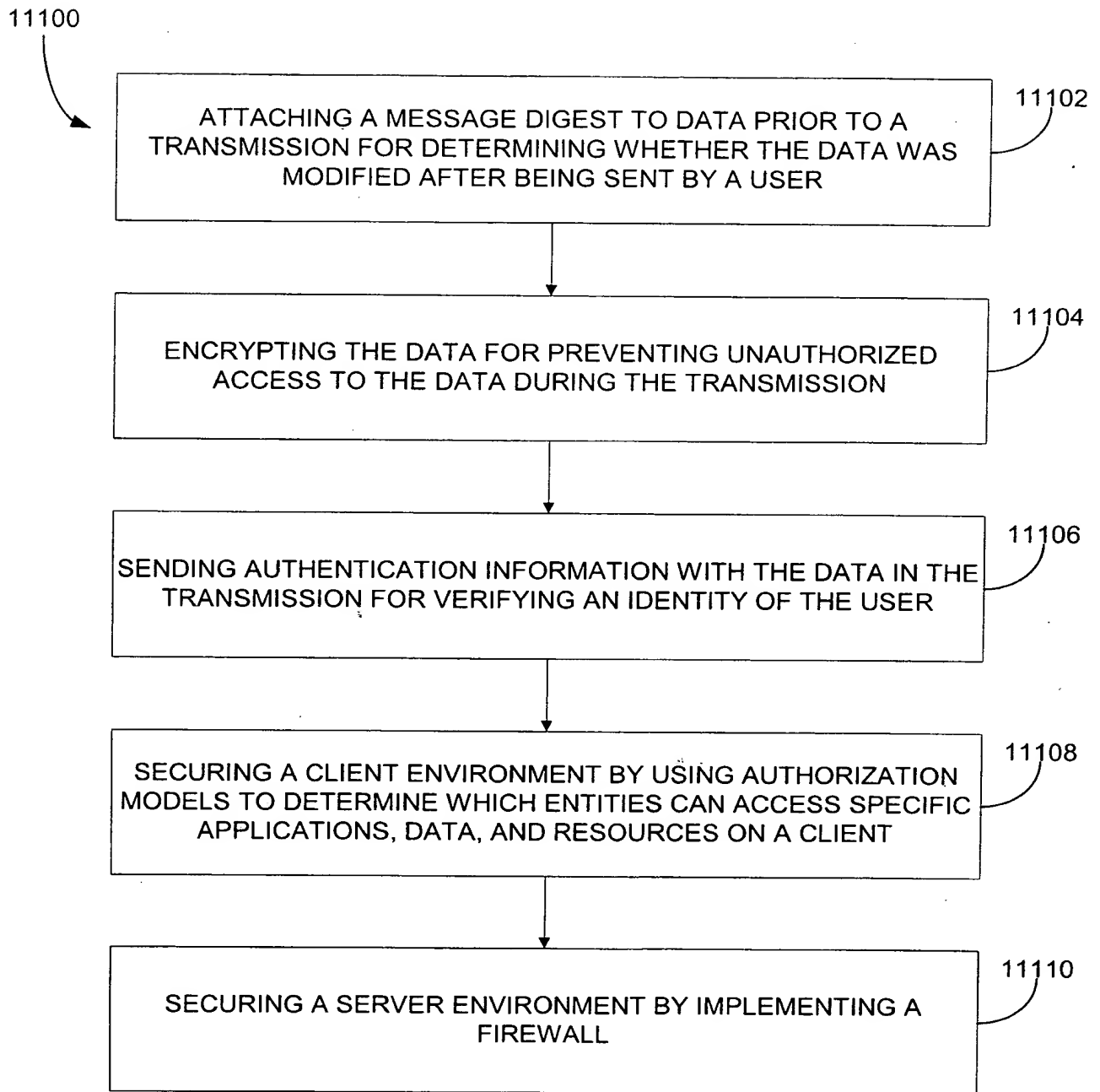


Figure 110



**Figure 111**